CANADIAN FARM IMPLEMENTS

1905

CANADIAN FARM IMPLEMENTS

Vol. I, No. 1. WINNIPEG, MAN., JANUARY, 1905. 50c Per Year Postage Paid Anywhere. Single Copies Five Cents.

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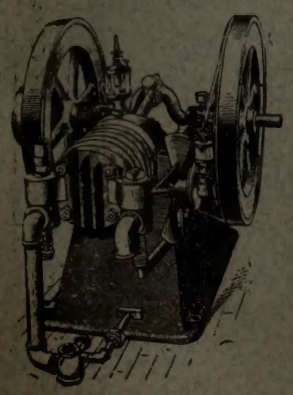

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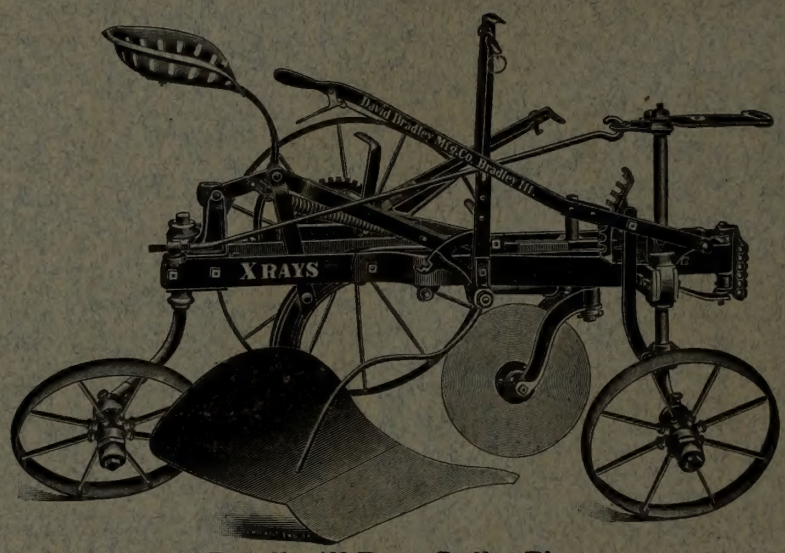

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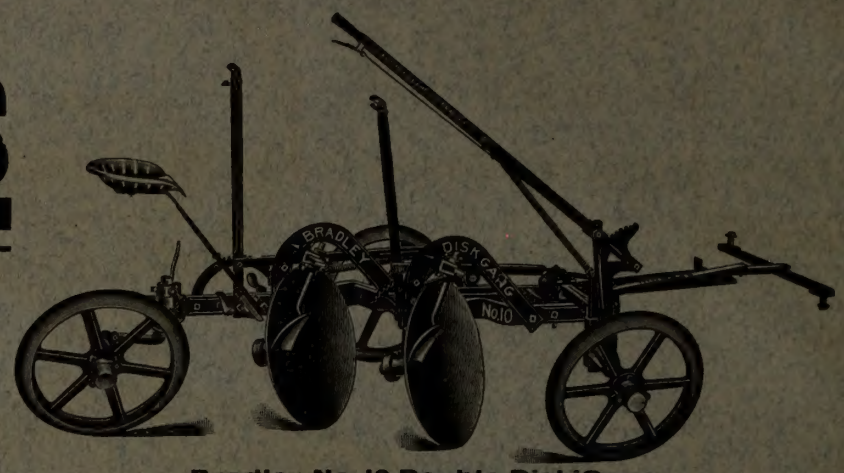

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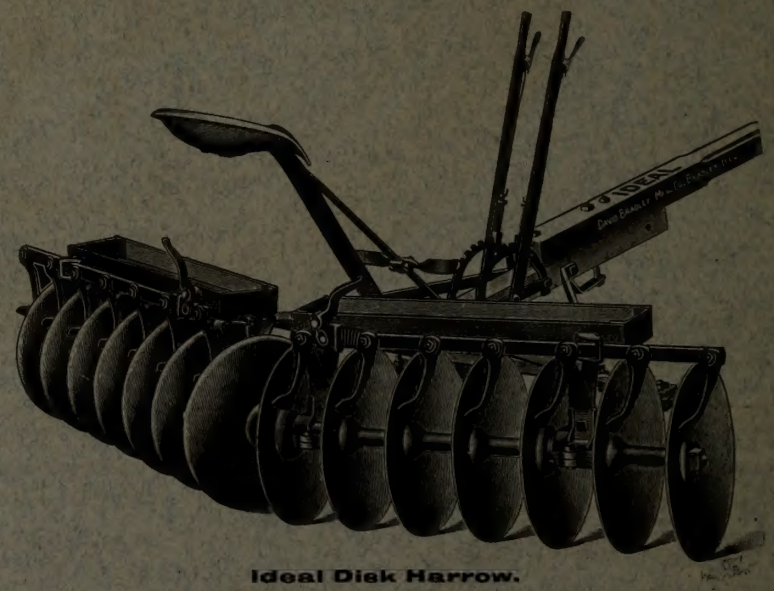

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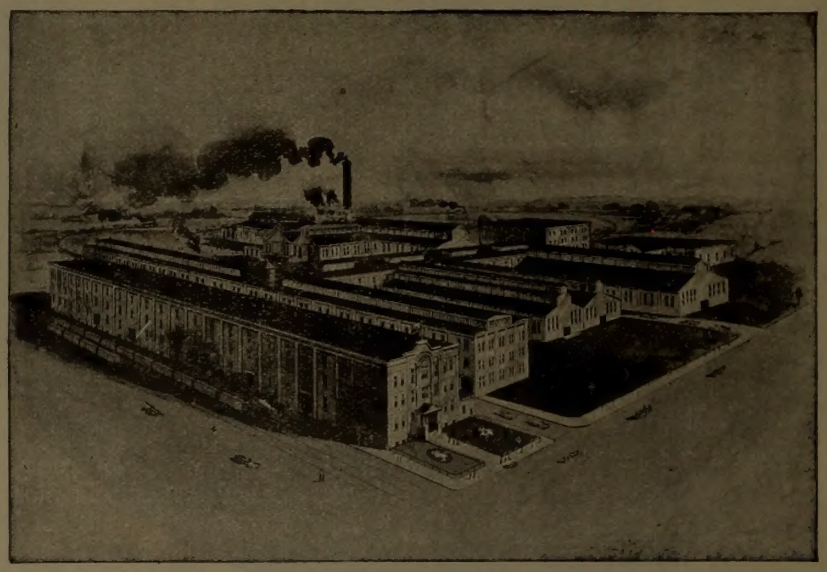

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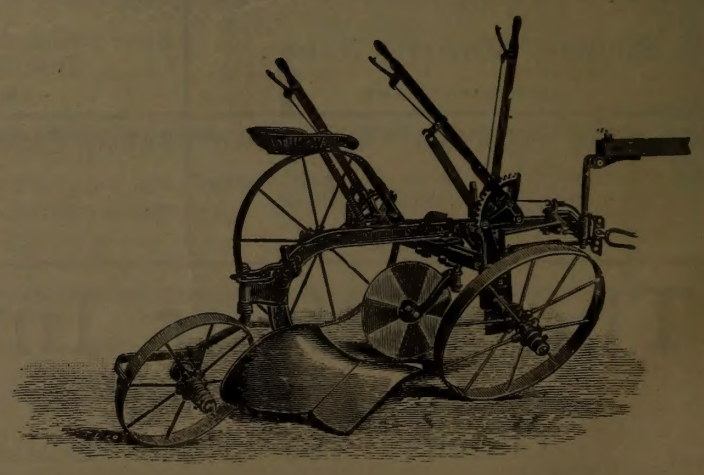

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CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

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WINNIPEG, MAN., JANUARY, 1905.

SALUTATORY.

With this issue Canadian Farm Implements makes its bow to the world. We do not put forward the claim, so often advanced in launching journalistic enterprises, that we have come "to fill a long felt want;" suffice it that we believe the time has now arrived when such a journal can find in the Canadian West especially an ample and rapidly expanding field of usefulness, and that its energies, if properly directed, will result in much benefit to the implement trade of this country.

There is probably no other line of commerce carried on in Canada upon which the success of the country generally is so dependent as the farm implement trade. It is a trite thing to say that the foundation of the national success of Canada is its agriculture; this is especially true of this magnificent western domain, but where would the success of its farming be to-day if it were not for the wonderful strides that have been made in the improvement of farm implements in general, and in their adaptation to the peculiar conditions of prairie agriculture in particular? It is true that many factors are bringing their individual contributions to the rapidly growing greatness of all Canada, but amongst these the placing in the hand of the people of the very most approved class of machinery is certainly far, far indeed from being the least. With our high rates of wages, remoteness from outside consuming markets, and in consequent heavy freight charges, agricultural production, to be remunerative in this country to such an extent as to make exportation possible must be accomplished much more cheaply than is the case in almost any other part of the world. This result cannot be reached except through the use of the very best farming tools.

It is with this thought we have proceeded to the establishing of Canadian Farm Implements. We believe in the power of the press. We are confident that a journal such as this can be used for the advancement of the trade. We feel sure it can be employed to disseminate information that will be of benefit to everyone interested, manufacturer, wholesaler and dealer. We know it can do a beneficial work in facilitating the acquaintance of the large army who are ihentified with the implement trade of Manitoba, the Territories, British Columbia and all Canada. These are a few of the features of our work, just as they occur to us now; and we intend to perform our task well.

In indentifying ourselves with this work, it is a source of gratification to reflect that the betterment of farm machinery to meet the pecculiarly pressing demands of this country is not only bound to bring added prosperity to our people, but is also sure later on, to bring its blessing to the world at large. The Canadian West owes many a debt to those eastern provinces and lands whose best blood has been drawn to give us so sturdy a race, but in the object lessons which western agriculture, in return, furnishes of the benefits to be eojoyed by adopting improved machinery, this country is amply adjusting its obligations.

Nor is the importance of the implement trade of Canada simply a reflected greatness — a greatness which is derived from the dependence upon it of the country's agriculture. Its great proportions makes it a branch of commerce which in itself is of the first consequence. Accurate figures are not available, but it may be stated as an approximation that the annual sale of farm implements in Western Canada alone amounts to about eight million dollars. When it is remembered that our annual immigration has already reached a point above one hundred and thirty thousands of people, and that this number is likely to be rapidly surpassed from year to year, also that this means the constant addition of a great volume of entirely new business, it will be seen that the farm implement trade in this country is destined to soon reach proportions which will be little short of stupendous.

To lend our strength in every legitimate way to help build up and solidify this trade will be our aim, and we believe the service that Canadian Farm Implements can render will entitle it to an ample measure of patronage.

Another for Winnipeg.

Mr. B. H. Bradley, general sales manager, David Bradley Mfg. Co., Bradley, Illinois, spent several days in Winnipeg the first of the present month, looking over the future of the Canadian Northwest from his Company's standpoint. While here Mr. Bradley was the guest of the Winnipeg Wholesale Implement and Carriage Association, at their annual banquet. He was highly pleased with the courtesies extended him by the members, and responded in a few well chosen words to a call for a speech.

After nearly a week's stay in the city, during which time he went carefully into the business future of the country, he decided that his Company should not longer delay in "getting in on the ground floor," and increase their already satisfactory trade, and accordingly arranged with A. C. McRae to act as storage and forwarding agent, and engaged Mr. M. J. Miller, formerly superintendent of the plow dept of the Massey-Harris, as Canadian representative. Mr. Miller will have office and sample room in the McRae Block, corner Main and James Streets, Winnipeg. With this organization, Mr. Bradley feels and expects that his company will secure a very large share of the Canadian trade.

Standard Machines.

One of the noteworthy features of the cream separator trade is the gradual reduction in the price of these machines during the past decade. Of nearly every type the price has been reduced or the capacity increased—the result being the same. The present price should not deter any farmer with a dairy from investing in a machine which will save time, labor and money as does the cream separator.

Colonial Exhibition.

The Colonial Products exhibition, which, as its name indicates, is intended to illustrate the resources and industries of the British Colonies, opened in Liverpool this month. A similar exhibition was held there last year, but the present affair was much larger and more comprehensive in its scope. Canada was well represented, as were also Australia, South Africa, and other parts of the British Empire.

ITEMS.

Have your spring deliveries made early so that you can get ahead of your competitor.

The capital stock of the Moline Plow Co. has been increased to the snug sum of $1,000,000.

Business men of Yankton, S.D., have organized the Yankton Mfg. Co., capitalized at $25,000 for the purpose of manufacturing and placing on the market a new automatic windmill regulator.

The Fosston Windstacker Company of St. Louis Park, Minn., has changed its name to the Fosston Manufacturing Company, and will move its principal place of business to St. Paul.

Going to take up automobiles this year? More and more implement men are doing this and they find that is a good paying line. Of course, you would not expect to sell more than a thousand, but there is profit in each one.

Great Northern Progressing.

In all of the railroad yards of the Great Northern road, there is being collected a great number of small box cars. This is the result of an order which went into effect January 1, to cut out all 28 and 30-foot freight cars, and no more of these small cars will be used by the road. The 28 feet cars have a capacity of only 28,000 pounds, and the Great Northern after years of experience has learned that they are both expensive and dangerous. They are built light and when there is trouble these cars are always in the centre of the mix-up. The freight cars now used are in the main 40 feet long, built massive and strong, and have a carrying capacity of 80,000 pounds. The expense of hauling freight is these cars is much less than the same quantity, in two or three smaller cars, and there is much less danger of wrecks and smash-ups. Just what will be done with the discarded cars is not known but they will probably be sold to small roads and branch lines.

The Swindler and the Implement Business.

A recent issue of Farm Implement News gives an account of the way in which implement dealers throughout the central states have been greatly disturbed by exceedingly low quotations made to farmers by a Chicago supply house on numerous standard makes of implements and wagons. The quotations given by this house are not genuine because they cannot supply the goods on which prices are named, yet they have made farmers suspicious of the dealers' prices. It is believed that the concern has no intention of supplying anything on which it quotes prices in the implement and wagon line, much less the standard makes which it pretends to sell.

The real purpose of the low prices is to establish for the house a reputation as a place to secure bargains. Before the inquiring farmers learn the character of the concern and realize that its implement and wagon quotations are insincere, its canvassers call upon them and try to secure orders for wearing apparel, which is the real stock in trade of the house and which, it is needless to add, is sold at exorbitant prices for cash in advance or note which is placed in the hands of an "innocent third party" to forestall any effort to escape payment. To secure the clothing order, the canvasser agrees to ship certain standard makes of implements or wagons at about one-half the regular retail price.

Recently in Ohio, well known lines of implements were offered under the foregoing conditions at prices low enough to excite suspicion in the mind of any thoughtful farmer, yet in many cases the bait was swallowed and cash or note given for the clothing order. Some of the victims of this shrewdly devised scheme, while waiting for the delivery of the implements or wagons ordered at the same time, took occasion to complain to local implement dealers of the prices they asked for the same makes of goods. Worse than that they boasted of their alleged bargains to other farmers, thereby discrediting the dealers in the eyes of buyers generally.

The Balfour Implement Co.

One of Winnipeg's oldest implement men is Joseph Balfour, and one of Winnipeg's latest jobbing houses is the Balfour Implement Company, Limited, with offices in the new Union Bank building and abundant warehouse facilities to handle a large turnover in this line.

The line of carriages, spring wagons, bike wagons, etc., made by The Barrie Carriage Co., of Barrie, Ont., and the farm, freight and dray wagons and heavy sleighs made by The Petrolea Wagon Company, of Petrolia, Ont., are their lines of Canadian made goods, while plows of all kinds from The J. C. Case Plow Co., Racine; shoe disc and hoe grain drills from The Dowagiac Mfg. Co., of Dowagiac, Mich.; old hickory farm and freight wagons from The Kentucky Wagon Co., Louisville, Ky., and mowers, rakes and harvesters from Walter A. Wood, M. & R. M. Co., Hoosic Falls, N.Y., and help to round out a choice line of implements to offer the dealers of this country by the Balfour Company.

Gasoline Engines.

E. S. Cooper, who for the last 10 years has been engaged in the Gasoline Engine business in Canada and for the last 2½ years a member of the firm of Burridge & Cooper, Wininpeg, has recently withdrawn from that concern and will erect a plant in Winnipeg to manufacture a line of high-grade Gasoline Engines under the firm name of the Cooper Gasoline Engine Co. A pattern shop has been fitted out and some of the patterns are now completed. A full line of Gasoline Engine supplies will be carried and they are now offering engines to dealers. This will be the first iron working plant in the west devoting its entire energy to only one line and it is the purpose of the company to furnish engines especially designed to suit the needs of users in the West.

Big Increase in Homestead Entries.

The homestead entries for 1904 were 1,910, as compared with 1,578 for 1903.

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Good Harness

And for this write to

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Best for the Farmer to Buy to Use.

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SILVER LEAF,
550 Ft. Standard Manila.

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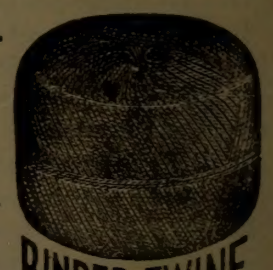


BONSPIEL.

During the week, Feby. 8th to 15th, our Representative, Mr. J. W. Fairchild, will be at the Hotel Clarendon. He will be pleased to see anyone interested in Binder Twine, and to show samples of our goods.

Twine Dealers, particularly, are invited to call upon Mr. Fairchild and get his proposition before ordering twine for the season of 1905.

THE BRANTFORD CORDAGE CO., LTD.

BRANTFORD, CANADA.

The Implement Trade of the South.

Dealers whose only experience in the implement business has been gained in the Canadian West are probably a little apt to think that although other parts of the continent may not quite keep up the pace set by this country in the way of adopting improved farm implements, still they follow not so far behind. The difference, for example, between the way in which farmers here take hold of new lines of machinery and that in which improved machines are received in the South-eastern States is somewhat strikingly brought out in an after dinner speech on "The Implement Trade of the South," recently made by F. W. Whitman at the annual banquet of the Baltimore Implement and Vehicle Association. Mr. Whitman's remaks, given as follows, show how "way back" southern agriculture really is. He said:

"When this subject was first named to me by one of your committee and I wrote it down, I felt very much like adding a large exclamation point after it; but after a little more mature reflection I felt disposed to change my ideas and put an interrogation point after it, as I consider the implement trade of the south worthy of this question mark, and as a matter of fact a conundrum.

In the first place, in order to have an implement trade there must be an interest taken in agriculture. That this situation exists in the south I am going to try and explain by a few figures, for which I am indebted to the Progressive Farmer, published in North Carolina. In a recent article issued by that paper are given the following statistics from North Carolina and adjoining states, by which I infer they mean North Carolina, South Carolina and Virginia: "Of our chief sources of agricultural wealth in 1899, animal products led, with a value of $111,000,000. Next came corn, with $104,000,000; cotton, third, with $96,000,000; vegetables, fourth, $30,000,000; hay and fodder, fifth, $24,000,000; wheat, sixth, $20,000,000; tobaco, seventh, $19,000,000; lumbering enterprises, eighth, $18,000,000."

Now, gentlemen, it is certainly sure that where there is such a varied assortment of agricultural interests there should be a large agricultural implement business, and yet my personal experience is that this business is in a very crude state in the south. My first experience in the south was in the year 1881, when I found it practically impossible to sell improved machinery. About the only implements they used at that time were the little cheap cast iron plows such as the Dixie, or what is known in the south as a plow stock. We must all of us take off our hats to the chilled and steel plow manufacturtrs and acknowledge that on them depends the making of an implement trade; that is to say, until the farmers get to using something larger than the little one-horse plows with which they only scratch the land they have no use for other machinery. After being absent from the south a little over fifteen years I was surprised on going back there about eight years ago to see the improvements that had been made, and these improvements have been going on slowly during the past eight or ten years, but are still very far behind our near-by home trade. There is to-day in the south a demand, to a certain extent, for all classes of improved farming implements, but the trade on them is so scattered and so disconnected, the travelling expenses so heavy, the railroad accommodations so poor, that it makes it a difficult proposition for any one to go there and do a paying business in our line.

There are gentlemen here tonight who have represented well known lines of goods that have made this effort and who, I belive, will back me up in this statement. Understand, please, I do not wish to throw a damper on the prospects for a southern implement business, as I believe it is the place for us to look for our future business; but I want to impress the fact that the man who goes there expecting to find gold dollars in the middle of the street is going to be most badly fooled. Going back to statistics again for a moment, the Progressive Farmer states that according to the census of 1899 southern farming paid a dividend of 25 per cent, while the rest of the entire United States paid but 14.2 per cent. North Carolina paid in that year 29.6 per cent, South Carolina 33.8 per cent, Virginia 19.1 per cent, Georgia 34.6 per cent and Tennessee 24 per cent. It further states that from 1880 to 1900 the value of lands in the south increased 67 per cent and in the balance of the United States but 62 per cent. The value of implements in the south increased 120 per cent, while in the whole country the increase was but 84 per cent.

By the trade being in a crude state I mean that both farmer and dealer do not understand the goods and there are therefore a great many complaints about machines that justly belong to the users and sellers. I had a large hardware dealer in South Carolina approach me on a recent trip to take back a corn drill which I had sold him last spring, claiming it did not suit his trade and he could not sell it. Upon investigation I found the fertilizer hopper with a considerable quantity of corn in it, showing conclusively that the user had tried to drill corn from the fertilizer hopper. This is but one of many experiences I have had of this nature.

Then again, improved machinery is antagonized by such labor as they have and many farmers are afraid to tackle it for fear of the results. Notwithstanding all of these drawbacks, the intelligent farmers will tell you they want improved machinery, and if you can see sufficient profit in it to sell it and then go from farm to farm and instruct them how to use it you can get the business. But, will this pay? My personal experience is that it will not, at least for any length of time. It might do in a few exceptional cases. Profits are too close to justify two or possibly three trips to sell the same article. Missionary work is expensive. It sometimes pays, but I believe, as a rule, the fellow that come behind the missionary is usually the fellow that makes the profit.

Now, in conclusion, I believe the implement business is there, but as to how to get it is the question. When I say, how to get it I mean how to get it and make it pay. This is a question that each one of us will have to study and solve for himself."

U.S. Exports of Implements.

The returns regarding the exports of implements from the United States during the first eleven months of 1904 show a slight decrease when compared with those representating the trade during the same period in 1903. The following table shows the exports to various countries during the two seasons. It is noteworthy that while the trade with Canada has shown a falling off, that with Canada's great South American rival, the Argentine Republic, has shown a considerable increase. It is also worthy of note, as one of the results of the war in which Russia is engaged, that the United States' exports of implement to that country during November, 1903, were valued at $264,569, while those for the same month of 1904 had fallen down to $16,994—only about one-sixteenth the amount. The table of exports is as follows:—

Articles and Countries.	Eleven months ending November 1904 Dollars.	1903 Dollars.
Mowers and Reapers, and parts of	10 985 954	10 765 417
Plows and Cultivators, and parts of	2 850 297	2 715 720
All other, and parts of	7 616 225	7 275 938
Total	21 452 476	20 758 075
Exported to—		
United Kingdom	1 574 245	1 726 886
Belgium	174 299	213 562
France	2 859 433	2 971 726
Germany	1 [illegible] 463	1 250 488
Italy	194 703	135 111
Netherlands	194 302	[illegible]
Russia	3 504 098	[illegible]
Other Europe	1 174 045	1 262 674
British North America	3 539 466	3 030 574
Central American States and British Honduras	12 218	12 043
Mexico	293 291	[illegible]
Cuba	76 671	134 422
Other West Indies and Bermuda	[illegible]	10 975
Argentina	3 312 447	4 103 720
Brazil	33 [illegible]75	47 004
Chile	233 077	[illegible]
Colombia	1 572	3 289
Venezuela	1 106	1 501
Other South America	[illegible]	[illegible]
British East Indies	[illegible]	59 759
British Australasia	1 378 360	1 301 480
Philippine Islands	15 600	25 592
Other Asia and Oceania	[illegible]	42 263
British Africa	978 358	[illegible]
All other Africa	86 289	98 398
Total agricultural implements.	21 [illegible]2 476	20 758 075

Value of Dealers' Conventions.

No one can correctly estimate the value to the dealers in meeting occasionally in trade convention. It should not be measured merely by dollars and cents. As has been said, we were not intended to live our lives selfishly, looking out solely for our own interests, and just spending what money we were compelled to spend from time to time. If this were the only aim in the world this mundane sphere would indeed be a gloomy place in which to live. Fortunately the majority of wide-awake business men take a broader view of the question. which accounts for the fact that each year witnesses a larger attendance at events of this kind than the preceding year. Dealers by meeting in this social manner are enabled to impart to each other valuable ideas, consequently business is being conducted upon broader, more substantial lines, and the general trade is being benefited thereby. Every dealer in implements or vehicles should ally himself with his local association and thus be placed in a position where he does not merely participate in its benefits, but, by contributing his brain and a little money, becomes an active worker in the upbuilding of the trade he represents.

The influence exerted by the concerted action of a strong association must ever outweigh individual effort, however excelent, of its kind. Bear this fact constantly in mind, and if you are truly interested in the welfare of yourself and brother dealers you will not remain without the protecting influence of your local organization.—"The Spokesman.

The Trade Journal.

A journal which the president of a large concern insists upon seeing as soon as the mail arrives is of infinitely greater influence and value than that which disputes with the penny dreadful the honor of dissipating the ennui of the office boy.

If space is purchased in a good paper and then filled with good material, illustrations, argument, etc., profitable results are sure to come.

The trade journal is sort of business missionary, whose particular duty is to gather in all the possible customers, big and little, in its chosen field, and send the retailer to the jobber and the jobber to the manufacturer for the goods advertised in its pages.

We might twist the old adage, and make it read "Persistency, thou art a jewel." Certainly this is true when it applies to trade journal advertising. "Spasms" and "1-ts" are as dangerous to the life of an advertisement as they are to human life and hapiness. Be a Persistent, Consistent Advertiser.—Profitable Advertising.

Winnipeg W. I. & C. Association.

The usual banquet held at the Mariaggi preceeding the annual election of the Winnipeg Wholesale Implement and Carriage Association was a decided success. From soup to cigars, everything was proper and right and the interest shown by the members is the best evidence of the success of this Association.

After the cigars were lighted, the chiarman proposed the toast: "The King, God bless him," which was responded to by the entire company with genuine patriotic heartiness. "Commercial Interests" was ably handled by A. L. Johnson, vice-pres. of the Board of Trade, and F. O. Fowler, sec. of the Northwest Grain Association. The latter gentleman, among other statements, said:

"With the immigration that is coming into the country annually, and which will doubtless increase year by year, I think the estimate I have made is a most conservative one." "I have allowed nothing for Athabasca, with its acreage of over 150,000,000, and as it is a fact that the hard wheat belt is receding northward at a rate of fifteen miles every year, there is no doubt that some day, at least a part of this immense territory will be available for grain growing. Besides this, I have only taken one-third of Assiniboia and Alberta, and one-quarter of Saskatchewan, as available for wheat, and allowed one-half of this again for summer fallow and pasture."

The folowing table shows the acreage in the various territories:

Territory.	Acres.	Available.
Assiniboia	57,177,600	19,059,200
Saskatchewan	6,120,000	17,280,000
Alberta	63,523,200	21,174,400

"This gives a total available acreage of 57,000,000, and allowing half of this for summer fallow and pasture, leaves 28,500,000 acres, two-thirds of which would be wheat, and 19,000,000 at 19 bushels to the acre, a twenty year average, would be 361,000,000 acres.

IN MANITOBA.

"Coming to Manitoba, we have an acreage of 47,332,840, of which I put at least 18,000,000 acres as cultivatable. Allowing half for summer fallow, leaves 9,000,000 acres for crop, two-thirds of which would be wheat, namely, 6,000,000 acres, and at 19 bushels to the acre would produce 114,000,000 bushels of wheat. This, added to the 361,000,000 bushels estimated for the Northwest Territories, makes a total of 475,000,000 bushels of wheat."

Mr. Fowler has prepared figures estimating the wheat acreage for Manitoba and the Northwest Territories for 1905, and gives it as 4,000,000 acres.

"Railway Interests," the ever entertaining topic, was coupled with the names of Major Swinford, of the Northern Pacific and Mr. Preston, of the Soo road, both gentlemen spoke of the rapid progress of the great Northwest and that they always found an implement of some kind among the first billings to the newly opened station.

MR. JOSEPH MAW, Pres. W. W. I. & C. A.

"Our Association," gave Mr. Ed. A. Mott and Mr. Joseph Maw a text from which they advanced many good arguments why the Association was good, was doing good, and would continue to do good in the future.

"International Trade," that theme that interests govenrnments all over the world and the tariff cranks wherever they are was responded to by Mr. D. B. Bradley, of the Bradley Mfg. Co., Bradley, Illinois.

"The Press." That necessary evil represented by editor Dafoe, of the Free Press; J. J. Montcrieff, of The Tribune, and F. D. Blakely, of Canadian Farm Implements, was duly credited to all that was due.

"The Ladies" and Mr. T. L. Metcalfe. Well, Metcalfe was there and the ladies were not, and the toast was duly honored.

At the conclusion of the list the health of the president, Mr. Hutchison, was proposed by Mr. A. L. Johnson and brought for a spirited reply from the past president, who is always in good form and has something interesting and to the point to offer.

The speeches were all bright, clever and racy.

The 1905 banquet was the best in the series and we hope many may follow after.

Five years ago the Jobbers, Manufacturers, Representatives, Managers of branch houses, etc., engager in the implement business in Winnipeg, met and organized The Winnipeg Wholesale Implement and Carriage Association, and to-day, we believe there are but few representative houses in the kindred lines, doing business in Winnipeg that are not members of this Association.

It is doing for the wholesale trade what a Retail Dealers' Association could do for the dealers of this territory. Getting better acquainted with each other. Realizing that the compentitor for trade across the way does not wear horns. Is not an Ananias and wants to do business as it should be done, and that the better basis trade is done on the better it is for everybody in that trade are principals, which, if followed, closely means success. The influence of this Association on the implement business of the Northwest can hardly be estimated.

Following past practice, The annual meeting was held in the Board of Trade rooms, Saturday, January 14th, at four p.m., and nearly every member was present. The usual statements of the officers were presented and accepted.

Mr. W. H. Hutchinson, the retiring president of the association, spoke of the pleasant relationship which had existed among the members during his term of office and of the better feeling which was being developed in the trade on account of the influences brought to bear by the organization. They had been able to do away with a number of abuses and he felt that the influence should be extended as much as possible. His address was well received.

The officers for the following year were elected and appointed as follows:

President—Mr. Jos. Maw, of Jos. Maw & Co.

1st Vice-Pres.—Mr. A. E. Mott, of the Cockshutt Plow Co.

2nd Vice-Pres.—Mr. A. C. McRae.

Sec. Treas.—Mr. A. G. Watson, of John Watson Mfg. Co.

Executive Committee—O. P. Robb, H. W. Hutchinson, J. E. Ruby, A. M. Stewart, John R. Norris, G. W. Erb.

The President, Mr. Maw, on taking the chair, appointed the Standing Committees as follows for the ensuing year.

Transportation—H. W. Hutchinson (Convenor), L. Hartshorne, L. C. Hazlett.

Entertainment—E. L. McVicar (Convener), A. C. McRae, C. P. Robb.

Exhibition—J. E. Ruby (Convener), A. M. Stewart, John Herron.

Constitution—J. D. Balfour (Convener), W. Johnston, C. H. Whitaker.

Legislation—Geo. W. Erb (Convener), J. M. Reid, J. B. McCutcheon.

With forty members, representing as many varied interests in the implement and carriage trade in Winnipeg, this Association probably represents a larger turn over in merchandise values, and certainly represents an interest that is in closer touch and better understands the progress and advancement being made, and that will take place in our great country in the near future. than any other similar association.

A Change of Heart.

A dealer there was who loved his ease
(Even as you or I),
And farmers are often so hard to please—
To many good prospects he failed to freeze,
And lost his ambition in time by degrees,
(Then didn't he kick? Oh, my!)

Accounts which seemed good he lost one by one
(He hated to dun, you know)
And bills he should discount allowed to o'er-run,
Gave up the twine canvass he early begun,
Declared selling implements "really no fun"
(The profits came in so slow.)

Of wide-awake rivals grew jealous in time
(They injured his trade, no doubt),
Until he felt certain he'd lose his last dime,
And go to the poorhouse while yet in his prime,
Declared self-destruction was really no crime.
('Twas dreadful to see him pout.)

But a trade paper cheered him, he took a brace
(Of course upon New Year's day),
A smile chased the sorrow from out of his face;
With courage he started to fix up his place,
And soon felt as proud as the rest of his race.
(His whistle was blithe and gay.)

Then customers came—some old, some new—
(His smile was pleasant to see),
He pictured his future with roseate hue,
Discounted his bills long before they were due,
And sang with delight as his trade daily grew.
(Here's a moral for you and me.)

Orlo L. Dobson, in Farm Implement News.

Why the Disc Plow has Come to Stay.

Address by J. W. Farmer to the Dealers in Convention assembled at Wichita, Kansas.

Gentlemen of the Convention:

When called upon to prepare a paper upon why the disc plow will be permanent in this territory, it struck me as being an unimportant question. Then it dawned upon me why I had been selected by your honorable directors for this subject, and as this will be a very dry part of the programme I will make it brief.

I believe that every member of the Association is already convinced that the disc plow has come to stay, and if this conclusion is correct then each member knows the reason.

In the first place, the plan of sowing wheat in stubble fields without plowing is fast passing away; as every observing farmer has discovered that each year the necessity for plowing is becoming more and more apparent, and the time is near at hand when land must be plowed every season to raise wheat, and with the increasing necessity for plowing comes the increased demand for disc plows. For various reasons it is another step along the line of progression; they run lighter than the mould-board plows; they cost less by about ten dollars and it costs less to keep them sharpened. They are more convenient to handle in the field; a man having absolutely nothing to do after they are properly adjusted but to oil them occasionally and set upon the seat and drive. They have adjustments for different conditions of ground that are far ahead of any mould-board plow and some of the best makes are almost indestructible.

One especial feature to which I would call your attention is the adaptability to circumstances. For instance, you have a three disc plow; in about twenty minutes you can have a two disc plow, or a one disc plow, acording to the number of horses you can spare to run it. Think of it! a two, four or six horse plow all in one, and also at the price of a common gang plow.

In my twenty years' experience in this country I have no recollection of ever having seen a fall but what at some time it was too dry to plow with a mould-board plow, and generally a great part of the time at that, and this is where a disc plow is appreciated. Of course, the disc plow, like everything else, is best when surrounding conditions are favorable, but it has been demonstrated over and over again that a man can go on and continue to do a fair job of plowing with a disc plow after the ground has become so hard it cannot be stirred with a mould-board plow. Occasionally you hear some exceedingly wise man say that when the ground is too hard to stir with a mould-board plow, you had better not plow at all. To this kind of an argument I would answer that if the ground is so hard you can't plow, how are you going to sow without plowing?

MR. A. E. MOTT, 1st Vice-Pres. W. W. I. & C. A.

Every dealer, as well as every successful farmer, in his territory knows it is of the utmost importance that wheat be sown in the proper season and the disc plow makes it possible under the different conditions in this territory to do so. It also makes it possible to put in wheat in better shape than in any other way. Some inexperienced man will say that the disc plow will not work in wet ground, but my experience has been that a disc plow will do far better work in wet ground than a mould-board plow will do in dry ground, and ninety per cent. of our plowing is done when the ground is in good condition, or dry and hard. Therefore the wet ground question is so insignificent it needs no consideration in the plow business of this territory and the evidence is so apparent to me that it is a onesided question.

Every jobber in the jurisdiction of the Southwestern association will testify to the increasing trade of the disc plow, which is ample proof of its value, and I believe I am safe in saying that there is a great decline in the sale of the mould-board plow all along the line. My personal experience has been that for the past season at the ratio of thirty disc plows to one mould-board plow. In most, if not all, of the territory adjacent to Wichiti the plowing is done in the fall when the ground is generally dry, and spring crops are being almost entirely listed, doing away with the necessity of otherwise stirring it. I speak of this merely to illustrate that the disc plow is especially adapted to our mode of farming, and to our seasons and to our soils.

Another excellent feauture is its adaptability to the steam plow, which is becoming very popular, and it is more easily attached and more easily handled with an engine than other styles of plows. I cannot take time to illustrate the great number of advantages it has in engine plowing, and the man that condemns the disc plow in this country in either inexperienced or maybe has not tried the right kind. I sincerely believe that a few years will convince every dealer that may be yet unbelieving, as well as every farmer in the Southwest territory, of the sweeping superiority of the disc plow.

Farmers are buying disc plows as never before, and I know they will pay a larger dividend on the investment, taking the life of the plow as a unit, than any other implement on the farm. Wheat properly sown (and I have shown it is impossible to sow wheat properly without plowing) will yield two to eight bushels more per acre than wheat sown in weeds and stubble, and grades frequently 12c. per bushel higher. It requires only a few minutes thought to see what two to five bushels per acre extra and twelve cents additional means to a farmer who raises from 4,000 to 8,000 bushels per year, and if it means from $1,500 to $1,800 to one big wheat raiser, what does it mean to the State of Kansas and the Territory of Oklahama?

Gentlemen of the convention, I feel that the disc plow needs no recommendation from me. The disc plow is arguing its own case far beyond my power to argue. It has taken the lead, as never has a farm implement taken the lead before. If there is a dealer here today that is in business in this territory and who thinks differently I want to say to him, "get onto" the disc plow while it is passing this way, or he will miss the opportunity of his life, and to the farmer I would say, allow not prejudice to keep you from investigating the value of the disc plow.

With a firm belief that the great majority of the dealers of this territory are already of the same opinion as myself in regard to the disc plow, I leave the question with you.

Mr. Ferguson: I want to offer a suggestion along that line. I like that paper very much; it is a good paper; but an old mould-board plow is a good thing and a disc plow is a good thing, and both are necessary to handle in business. My judgment is that the old mould-board plow, when it can be used, is the best plow, but the trouble is it cannot be used in dry weather.

Enthusiasm and Salesmanship.

A good definition of "nobody" is a man without enthusiasm. Enthusiasm is the power that lifts men out of themselves. It is like a mighty magnet that attracts and influences everything that it touches. We are not speaking of periodical enthusiasm—a little here and a little there. No. It is the habitual enthusiasm that overcomes difficuties. It is hard to cultivate, but a sure winner when you have it.

Salesmanship is on a higher plane to-day than it has ever been before. The old custom of set-'em-up and buy-'em-up is dying out. Men of character, judgment and reliability are the permanently successful ones of to-day. Men whose word is good and who can gain the confidence of their customers and thus co-operate with them in getting the greatest benefit from the use of the goods which they buy.—From "Tingwall Talk."

Bill Brown, Boy.

By Mr. William J. Lampton, in The Implement Age.

He was by no means a pretty boy. Nature had been unfair to his face, but his eyes sparkled and he was clean. It is difficult to go behind such returns as these. He observed a "Boy Wanted" sign in a store window and entered the place. The proprietor, a kindly-mannered man, sat at a big desk in the corner. Him the boy approached fearlessly, but carefully. He took off his cap, and waited for the man to look up. The man saw the interrogation points in the boy's eyes.

"Good morning," he said pleasantly, as if inviting to confidence.

"Good morning, sir," responded the boy. "I seen a notice in your—"

"You seen?" interrupted the man with a pronounced accent on the "seen."

"Yes, sir; I seen a notice—"

"Is 'seen' correct?" asked the man.

"Correct enough for me, sir," said the boy, "Now, if I was pulling twenty-five per week out of the business, I might talk different. But you see I ain't. Even if I was pulling four per, I might say 'saw,' but what's the good of being particular on nothing a week and find yourself?"

The man smiled. He could not help it. He had not heard that sort of an argument previously.

"But," he said, "when you are out of a job you ought to make the best impresion you can in order to get one."

"Well, I don't know about that. I know boys that make believe they are angels til they catch on, and when you go to look for their wings I guess they ain't there. I work it the other way. I ain't much to start with, but I'm a bird when I get going once. Your sign says you want a boy. What's the matter with me?" and the boy's face showed his eagerness for the place.

"What is your name?"

"Brown—Bill Brown."

The man's face dropped several degrees. Very evidently he was not pleased.

"Bill Brown—Bill Brown," he repeated to himself.

"That's it. You've got it all right," said the boy.

"But I don's like it."

"Oh, there's more to it than that. You see it is William Walsingford Brown. But how does a name like that fit on a boy with $4 a week? Now if I was pulling twenty-fi—"

"Doesn't your mother call you Willie?" inquired the man gently.

"Not if I can help it," said the boy with scorn. "Do I look like a Willie boy?" he added, stiffening up and sticking out his chin.

The man smiled again.

"Not much," he admitted.

"Thank you, sir. But you don't have to call me 'Bill.' You can call me 'Willie' if you want to, but I'll have to charge you $3 a week extra for that. It's worth that much to any boy's reputation, ain't it?"

"Where did you work last?"

"For a firm that went into bankruptcy last week. But my salary didn't have anything to do with that," he hastened to explain. "Before that I worked for a milkman."

"Did he go into bankruptcy?"

"No, sir. He watered his stock and kept on."

"Um—ur," hesitated the man, "were you ever in Wall Street?"

"Yes, sir; I worked three months in a broker's office."

"Why did you quit?"

"I didn't. I got on the wrong side of the market, and the boss bounced me for gambling during business hours."

"Wasn't he doing the same?"

"Yes, sir; but he was on the right side of the market."

"Oh!" said the man, and pondered a while.

"Do I get the job?" said the boy, still eager.

"Do you think you can do the work?"

"Well, you know what you can do with a boy if he can't, said Bill boldly.

"We pay only $3 a week," ventured the man, just a little afraid of what Bill might say to that.

"Would four strain the business?" inquired Bill.

"No," smiled the man, "but $3 a week is all we think a boy is worth."

"All right, call it three. I can just as easy do $4 worth, but if you only want three, three's what you'll get."

The man coughed and hesitated a moment.

"Of course, if you show you are worth $4, we will give it to you," he said.

"All right again," said Bill. "But I can't give you a $4 sample for longer than one week."

The man scribbled awhile on a sheet of paper.

"Very well," he said, "You come around to-morrow morning and begin."

"What's the matter with beginning now? You may think I've got on my glad rags, and have to go home to change them, but I haven't. I'm ready right now."

"Now suits me," said the man, and he called a foreman. He gave him some instructions about the boy, and Bill Brown went out with him, stepping high and his eyes shining.

When he had disappeared the man took the sign out of the window and tore it up. Bill Brown had come to stay.

MR. A. C. McRAE, 2nd Vice Pres. W. W. I. & C. A.

W. J. Brown, Melita, was in the city recently and gave us a call. Mr. Brown is opening up in the implement business in Melita.

His Chance for Revenge.

"A nickel's worth of listerine? Yes, sir," said the druggist to the customer. "Can't I fix you up a bottle of our pepsonized cordial? You look a trifle dyspeptic to-day."

"I guess not. Give me the listerine," said the customer.

"In a minute. I notice you have a small cut on your hand. Shan't I wrap you up half a dollar's worth of court plaster?"

"Not to-day."

"Better try it. It's our own make and we guarantee it to stick."

"But I don't want it."

"I know. But you ought to have it."

"I guess I know what I want. Got that listerine ready?"

"In a minute. By the way, here's our new hair tonic. I notice you are losing your hair. Shall I fix you up with a bottle of it?"

"Don't want any hair tonic."

"You've got a cold sore on your lip. Won't you take a little liquid hydrastis along with you? Only 35 cents."

'Nope. Where's my listerine?"

"Almost ready. You smoke, don't you? Shall I fix you up a box or two,"

"No."

"Well, you better try a bottle of our tobacco heart cure."

"I wan't that listerine."

"All right. But don't you want a dollar's worth of liquid glue, too?"

"I should say not."

"Well how about some podophyllin, or some cannabis indica, or some triturated tablets or some aqua pura, or some syrupus simplex, or——"

"Say I want that listerine. That's what I came here for. I don't wan't anything else. Do you think I've got time to hear you try to sell your whole blamed store. What I want is that—"

"But you really ought to try a couple of glasses of our soda water. You look thirsty and—"

"Say why the dickens are you fooling with me this way? Give me that listerine and let me get out of here."

"All right, sir," said the druggist, handing him the bottle. "I just wanted to give you an idea of how I felt yesterday when you had me in your chair and I only felt wanted a shave, and you argued that I neded a hair cut, a singe, a shampoo, a facial massage, bay rum, hair tonic, pomade, brilliantine, electric massage, and cream, perfume spray, mustache curled, and all that. See?"

And the barber, for it was indeed he, merely grasped his 5 cents' of listerine and hastened out.—Chicago Tribune.

Subscribe for this paper, 3 years for one dollar. See front cover.

Luck and Location.

In the want department of this paper a few weeks ago, says The Hardware Trade, was- published an advertisement offering for sale a very complete money-making plant out in Washington. It included a bank, feed mill, and a mercantile business in which nearly all lines of merchandise were sold. The owner had to leave the climate because of poor health. He had started in business at that point with a few thousands of dollars and made money fast. The plant is just as good a profit as ever, but it takes capital to handle the deal.

Even in these days when the northwest is no longer new, there are many instances of that kind. Men have located at just the right points and by turning their hands to whatever their hands found to do have piled up the profit. I know of an instance at St. John, N.D., the last town on a branch of the Great Northern road and near enough to the Canadian line to get the fish smell from across the border. A French Canadian located there in the eighties, before the railroad was built, and piled up money fast. After he had gathered about twenty-five thousand dollars around him he decided to go back to Montreal and take life easy. But Montreal did not satisfy him, and some years ago he returned to St. John. He made money just as fast as ever. He sold out recently at a good price and is free again from the worries of the store.

Six years ago a young man started in business at a new town on the Soo line. The way the country developed put him in a good position for reaching a wide territory. He was a good collector, took notes and security when he granted a line of credit, and the six years have brought splendid results.

Such instances as these can be related until you would tire of listening to them. They show that luck and location are a big thing. If you are not so favored you must fight that much harder. You might locate in a town which today looks good to be one of the big trading points of that particular section of the country, and in a few years it has lost its best territory and another town which a few years back gave little promise is forging ahead. But after all is said and done, the fact remains that once we are in a location we must do like many others are doing,—make the best of it, and apply all of the arts of retaiilng to the conditions as we find them.

MR. ARCHIE G. WATSON, Sec. W.W.I. & C.A.

Open Accounts.

The following good sensible advice comes from The Store Manager's Desk of the Hardware Trade and every line of it applies forcibly to the average implement dealer. Hold it up as if it were a mirror and see if the reflection does not hit your case.

"When you get the list of open acounts on paper and the balances due on each, take a long think.

Have you done as good work on those accounts as you might have done?

With your pencil point run down the list.

The first four or five are familiar, are they? You can remember how you combed them over several times, and the promises made you are still counting on.

But how about that big amount opposite the sixth name on the list? Did you neglect that? When Oct. 1 came round, what had you done toward having that amount cut down?

Maybe you did not go after it as hard as you should. Maybe you thought it would come without pounding.

All along the road towards the bottom of the page you can probably find spots where you might, by a little industry, have made open accounts produce more money than they have.

It is easy to say now what ought to have been done. Hindsight is always the best. But let us learn a lesson from this experience.

The lesson is that any open account needs watching. Sometimes the accounts which look as good as gold and seem like promptness itself, will develop into slow pays if not watched.

Then let us watch and let us always pray that when Nov. 1 comes we will have the accounts in as good shape as close attention and good business sense can get them.

Some of those good looking balances on which you have been given good promises will grow moss before they are paid. Some of the accounts you have included among your assets will go dead on your hands. That is the story in many stores. It will be told in yours. When the obligation is fresh is the time to pursue it.

The good collector is a necessity in any successful mercantile business. It is possible to collect money without making the customer mad. Are you built that way?

It is also possible to run a business successfully if a customer does get mad now and then and goes to another store.

He will come back again some day and be willing to do business your way.

The man who is afraid to ask for what is justly his own when it is due will never be a success at anything. If that list of accounts is longer than it should be and the total is too large, ask yourself why it is so.

Were you afraid to ask any of those people for your money?

If so, get over your modesty. You will prosper and be happier. You will have less to worry about at this time of year."

What Will the Inventory Be?

Some good stories are told on how some merchants take inventory. Usually these merchants see themselves getting rich faster than they had any good reason to expect. Later comes the surprise of another kind.

An insurance man tells of a merchant who began business with a few hundred dollars and at the end of the fourth year was much gratified to learn that he was worth over five thousand.

That would not be remarkable as that showing is frequently made by merchants who have the assets to support it. But this particular merchant had not.

He took no inventory at all during the first three years, but at the end of the fourth year his son and the clerk decided to put the stock on inventory sheets and see what they had.

They took that inventory like many sons of merchants and many clerks do. Everything was listed at cost price. The total showed nearly five thousand dollars. The rest of the resources were in book accounts and cash.

Immediately the delighted merchant notified his insurance companies that he would need more insurance. In a few months came a fire which scorched the stock, but left everything so that the adjuster could take an intelligent inventory.

When the adjustor had finished he found that the inventory taken by the son and the clerk had swelled things about two thousand dollars. Much old stock had accumulated and the shrinkage was big. In addition to that the first inventory contained many mistakes in arithmetic.

When the adjuster squeezed the water out of that inventory the flood swept away many of the old merchant's bright dreams. But he saw the point and took a good look at it. He "guessed" that he ought to have taken inventory before a d taken it himself.

This is one of many instances which the credit man in the average wholesale house meets every year. Such merchants are doing business on methods of forty years ago. It is not to be wondered at that they get tired of the business sooner or later. Neither is it surprising that the city mail order house finds rich picking in a community served by such merchants.

This is inventory time for many merchants. Is your inventory to be a guess or an exact guide in calculating the progress and the results of your business in 1904?—The Hardware Trade.

EVERY DEALER WANTS A LINE THAT SELLS.

Moline Plows

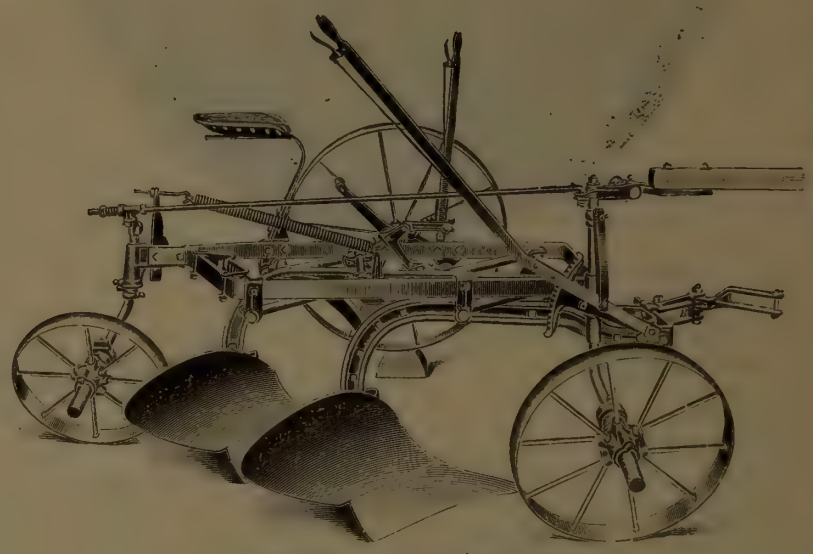
And other "Flying Dutchman" Farm Tools.

THEY SELL!
THEY STAY SOLD!
THEY GIVE SATISFACTION!

That kind of a LINE will get you the business.

A Foot-lift Plow

The only one that raises the plow and levels the frame in one movement.



Best-Ever Foot-Lift Gang Plow.

The Best-Ever Gang and Sulky Plows

Are really Foot-lift Plows. No fine-haired mechanism to get out of order.

See that your Contract includes the

Good-Enough Sulky Plow.

9,000 of them sold in South America last year. **WHY?** Because they are the best Plows on earth for the money.

Good-Enough Sulky Plow.

See our full line of PLOWS, MANDT, FISH and CANADIAN WAGONS, **our splendid display of Vehicles**, etc., when attending the Bonspiel.

Canadian Moline Plow Co.

Market Square, Winnipeg, Man.

Calgary

The season of 1904, just closed, has in many ways been a disappointing one to implement dealers in Alberta.

To properly explain the complex situation one must needs review it from the very beginning.

While trains are never snowbound in this district, the unprecedented abundance of snow last winter in Ontario, Quebec and the adjacent States caused unfortunate delays in the delivery of raw material to the factories, thus postponing the time the finished machine was ready for shipment.

These tardy shipments had to run the Eastern snow blockades of late winter and early spring so that in many cases seeding was over in Southern Alberta before the spring goods were on the ground.

In Northern Alberta the goods were in time for the most part, but the farmers having had several bad bad years, were loath to increase their indebtedness and sales were light. Warned by the recent past, the dealers in Southern Alberta prepared for a good summer trade by stocking up heavily with haying an harvesting machinery. But, alas, Fate ruled otherwise, and the district suffered from a severe drought so that the machines were left unsold.

Very little hay was cut, spring grain, unless on summer fallowed land, was extremely light and the only reasonable crop was fall wheat which, however, had not been sown in large quantities.

In Northern Alberta the farmers had very little, if any greater acreage sown to crop than the year previous, and unfortunately sowed a great deal of frosted grain, and, as a consequence, crops were very light and the demand for machines correspondingly small.

The Fall trade was an average one and the sleigh trade has been so far very good.

On the whole the season of 1904 saw a decreased drill and binder trade, an average mower, rake and plow trade and a slightly increased wagon and buggy trade.

The season of 1905 has so far promised well, with a great deal of fall plowing done, and especially in Central and Southern Alberta, where most needed, and the best sample of seed grain is now available for sowing in Northern Alberta that the farmers have had for many years.

Collections have been poor in Southern Alberta and only fair in Northern Alberta. Many dealers report money tight. There are many signs that past due paper will be better cared for in the future than it has in the past.

David Watson was in town recently, establishing an agency for the Balfour Implement Co.

Mr. Anthony Grogan has taken the agency for C. Richardson Co., of St. Mary's. Already he has received considerable creamery supplies. He expects to handle the larger lines mainly.

Massey-Harris Co., Ltd., have moved into their handsome two-story office building. Their offices are up to date in every way and considered the finest in Alberta.

L. J. Ostrander, representing W. Johnston & Co., of Winnipeg, has just finished Alberta and reports sales 50 per cent better than last year.

The Fairchild Co's. business for 1904 was the greatest in their history in this district.

Regina

The Union Bank of Canada has about completed its large brick building on the corner of Main and Hamilton streets. They expected to move in about Dec. but did not get in until January.

The inaugural Bonspiel for the territories opened January 17th, and was a decided success. Thirty-four visiting rinks took part, with nine representing Regina. The new skating rink which was built and opened in the fall was given up entirely for the sport.

The Massey-Harris Company are now occupying their new office on South Railway St. Mr. E. Meadows, who has been their local agent for some time is not with them any longer. He contemplates taking up some other line on his own account. The local business of the Massey-Harris Co. will be looked after by Mr. John Manson at the Company's show room. Mr. Manson is well and favorably known, as he has been in the employ of the Company for a number of years.

Hockey appears to be the sport this winter. With a fine new rink to play in the boys are putting in good work and should give a good account of themselves before the season is over.

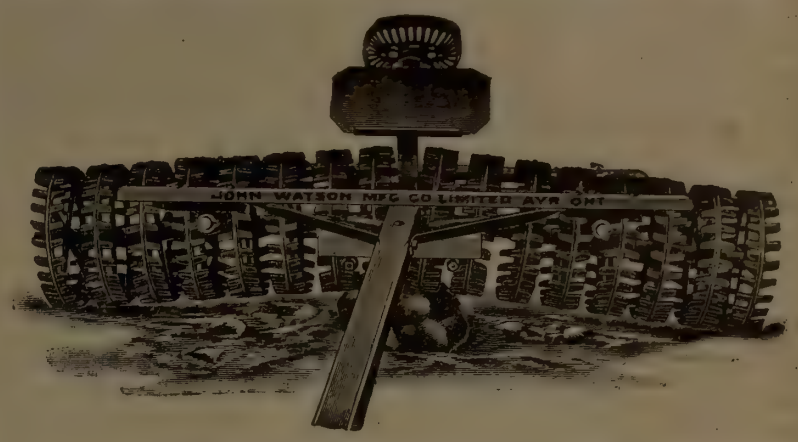
The implement firms are getting in their machines for spring trade. We have had excellent weather during the last three months and just enough snow to make good sleighing. The dealers report a fairly good business done in sleighs and cutters and they are now looking forwards to a good business in the spring. They report collections during the fall to have been fairly good, but not quite as good during January.

We will soon be enjoying one of the luxuries of this Western country by having a first-class water supply. The City succeeded in getting sufficient pipes laid during the summer and fall to enable them to turn on the water, and on the second of January, New Year's Day, the ceremony took place with the usual formalities of speech making and band playing.

PULVERIZERS

LIGHTEST DRAFT BEST RESULTS

ONE OF THE MACHINES THAT EVERY PROGRESSIVE DEALER SHOULD SELL

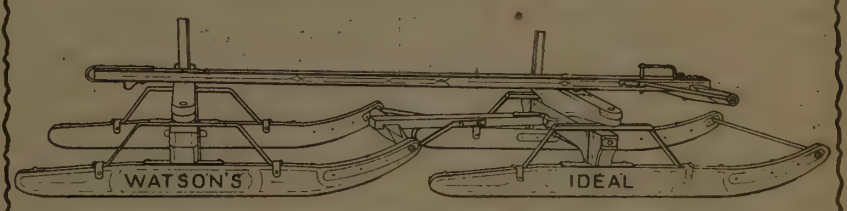


24-INCH WHEELS; REMOVABLE BOXING IN EACH WHEEL; REMOVABLE BOXING IN CENTRE CASTING; FOR 3 OR 4 HORSE

HEAVIEST, Strongest, and Most Durable Pulverizer MADE

WATSON SLEIGHS

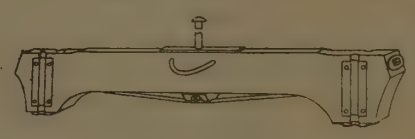
BEST ON ALL POINTS



MADE IN 2-IN., 2½-IN. AND 3-IN. STEEL OR CAST SHOEING

NOTICE THIS BENCH

Strongest Bench Made



LOTS OF OTHER FEATURES ON WATSON SLEIGHS

STOCK RAISER'S IMPLEMENTS

WE CARRY THE BIGGEST LINE OF

FEED CUTTERS, GRAIN GRINDERS AND CRUSHERS, HORSE POWERS, JACKS, WOOD SAWS, WHEELBARROWS, &c., &c.

GET OUR CATALOGUE AND PRICES ON THESE

WATSON'S BOSS WOOD 78-, 102-, and 150-tooth WATSON'S

HARROWS

WATSON'S ALL STEEL Diamond Made in Four Sizes— 3-, 4-, 5-, 6-Sections— 20 teeth to the section.

John Watson Mfg. Co. LIMITED.

WINNIPEG - - MANITOBA

Why Implement Dealers Should Handle Cream Separators.

Up to a year or two ago the hand cream separator was not handled extensively by implement dealers for reasons not generally understood. One of these reasons may be defined in this way, i.e., the separator having been considered only a housewife's utensil, implement dealers, therefore, left it to farmer agents and general store keepers to trade with the women folks who live and work on the farm. This meant the placing of the cream separator on the same basis as a clothes wringer or a sewing machine. The hand cream separator is an implement used only on the farm and is indispensable on any farm where three or more cows are kept. The selling of the separator is fast falling into the hands of the implement trade throughout the United States and Canada, which is as it should be, because it is a farm implement and should be sold by farm implement dealers. The implement dealer, as a rule, canvasses the farmers of his district and that is what is required to be successful in selling. The implement dealer has the best means of displaying the separators alongside of his other implements, consequently he has the best chance to make sales both at his place of business and while he is on the road canvassing. He has the machine set up in his warehouse for the prospective buyers' inspection, and he has the article on his list when he is canvassing to sell his general stock in trade. This time of the year, and up to the month of July, is the best time for disposing of and taking orders for cream separators. At this special time of the year there is little else doing in the implement trade and a lot of work can be done right now in taking orders for present delivery and prospecting for later dates. This would fill in the time of the employees canvassing the district and would keep the office chairs from getting too warm. This canvassing can be combined with collection work also. While the dealer is canvassing for cream separator sales he will run across a lot of other good business. He will learn that some one wants a binder, mower, plow or some article of farm machinery and he will stand the best chance of supplying that article with a profit that would otherwise be slow in coming. That the implement dealers are becoming alive to the fact that the cream separator should be a part of their stock in trade is shown by so many large implement manufacturers taking up a cream separator, either buying direct from a cream separator manufacturer or making one for themselves. Not much more than a year ago, one large farm implement manufacturer bought and took delivery of forty car loads of cream separators from the manufacturer. These were all sold during the year 1904, passing through the local implement dealers' hands. Shortly after that, other large sales were reported as having been made to other implement manufacturers. This present year a greater number of large firms have taken up separators than ever before. The implement dealer should carry all lines to be prepared to meet every demand and the cream separator can be carried with advantage. Very often it will help to sell some other class of goods. In this country the demand for separators is constantly increasing. This is a dairy country and will continue to grow along this line from year to year. It does not require an expert knowledge of cream separators to sell them. The only thing necesary is to know why a cream separator separates, and the proper adjustment of the machine. The instruction books which go with each machine contain about all that is necessary to put the operator "separator-wise."

This country is by no means filled with cream separators, in fact, taken as a whole, there is not a very large number compared with the number of farmers who milk cows.

At least a few cows are kept by each individual farmer and where that is the case cream separators can be sold. About the surest way to sell is to place the separator with the farmer for a few days trial, and that almost means the sale is made. The country is fast filling up with new settlers who will now, or in the future, want cream separators so that trade will continue to increase. There are farmers wanting them now, who did not a few years ago think of buying because they had not a large herd of milkers and it was not considered worth while getting a separator unless at least ten cows were kept. Now all that is changed, partly because there are smaller sized machines being made than was the case a few years ago, and again, farmers are finding out the advantage of using modern machinery in dairy work. The hand cream separator as a farm implement is just as indispensable as any other in use on the farm. It can be worked twice a day every day in the year and pays a profit every time it is operated. A properly constructed separator will last for many years and will pay for itself in less than two years, if it is used every day during the milking season. In many instances they have paid for themselves in less time.

The implement dealers having already their selling staff organized and being in a position to know the general standing of the farmers financially in their district, ought to be in a position to compete successfully with separator firms who have to organize a staff for the sale of separators alone. The number of separator firms handling separators only, proves conclusively that there is a good profit in the business. The profits to the local dealer vary according to the terms on which he handles them. If he does a straight commission business his profits will not be so large as if he purchased the goods outright from the wholesale dealer. In any event the profits are fully as good as upon other implements, if not better. The profits range all the way from fifteen to thirty per cent, according to terms and that should be satisfactory to the local dealers. As the departmental stores cater to every demand, so sooner or later, the implement dealer will realize that he is catering to an ever increasing demand when he handles a *good* cream separator.

Mr. Dealer

WE are now making contracts for the season's output of

MELOTTE CREAM SEPARATORS

If our machine is not represented in your district write us AT ONCE.

Remember, we stock Galvanized Iron Double-Cylinder Pumps, Wood Pumps, Wheelbarrows, Rubber Belting, Hose. Let us know your requirements.

THE MELOTTE CREAM SEPARATOR CO'Y,

124 PRINCESS ST., WINNIPEG.

THE SEPARATOR BONSPIEL.

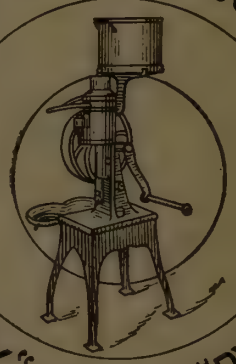
EXCLUSIVE GRAND PRIZE AT • SAINT LOUIS, 1904.

EVERY HIGHEST AWARD FOR TWENTY YEARS.

THE De Laval

RIGHT ON THE "BUTTON"

PERFECTLY "GUARDED" BY PATENTS



CALL ON US DURING BONSPIEL WEEK.

OF THE OTHERS, SOME NEVER GET PAST THE "HOG" LINE.

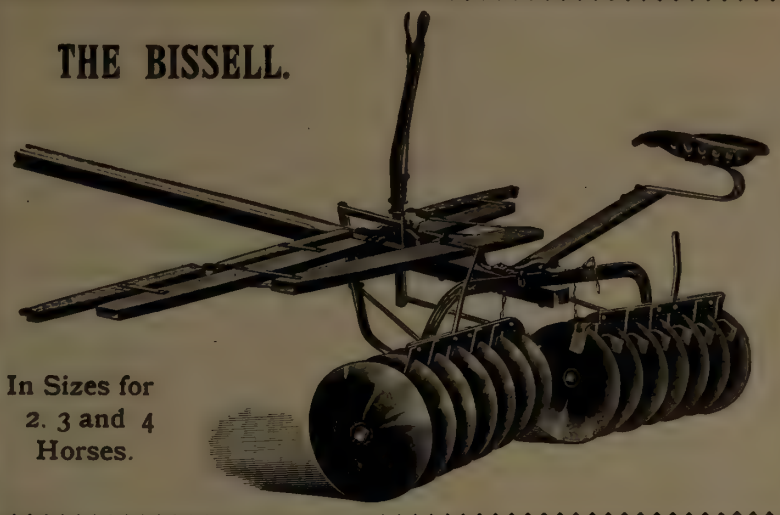
A FEW CAME FAR ENOUGH TO GET A "WICK" OFF DE LAVAL PATENTS AND LIE OUTSIDE THE RINGS.

FOR MORE THAN A QUARTER OF A CENTURY IT HAS BEEN DE LAVAL ALL THE WAY

THE DE LAVAL SEPARATOR CO.

248 McDERMOT AVE., WINNIPEG.

THE BISSELL.



In Sizes for 2. 3 and 4 Horses.

Most WESTERN DEALERS HAVE heard that

Bissell's Disk Harrows

Have time and again doubled the work in field competition with all others, and done it with less horse power. Farmers know this, and are quick to learn the difference. For severe work on hard land or in tough places the Bissell Disk has a great record of "getting there." In construction it is simple, compact, strong—with essential parts all in the right relation and proportions, giving it a PECULIAR KNACK of doing MORE WORK and BETTER WORK than any other. If interested, send us your address for particulars.

Manufactured by T. E. BISSELL, Dept. I, ELORA, ONT.

JOS. MAW & CO. - Winnipeg.

Representatives for Manitoba & N.W.T.

The Durability of Pigments and Paints

Reading the trade journals and magazines, and the accounts of master painters' conventions, gives one the impression that the white lead, paint, and pigments generally used in the present day are not as durable as those formerly used, says a writer in the *Decorators' Gazette*. A few years ago, at a painters' convention, a paper was read entitled, "What is the matter with our white lead of to-day?" The burden of this paper was that the white lead is not as durable as it was fifteen or twenty years ago. The agitation that was set on foot has been without any tangible results.

Many writers in the trade journals, especially those of America, complain of the colors and paints now sold not being as permanent as they were formerly.

Some of the speakers at conventions, and writers to magazines have not hesitated to put down the cause of this apparent deterioration in the quality of white lead and paints and colors in general to the greed of the dealers and manufacturers. Sweeping accusations, without reason, are unjust and uncalled for, and every fair-minded person will avoid them. It is not to be supposed that the practical painter of to-day is less intelligent and less studious than were his predecessors; on the contrary, he has much opportunities to become technical as well as practical in his calling through the assistance rendered by the master painters' associations and the technical schools.

There are very few master painters to-day who have not taught how to test their paint materials—pigments as well as oils, turpentine, etc.—for purity and other qualities necessary to make a good, durable paint. If there are any who have not availed themselves of the opportunity of acquiring this information it is their own fault, and they have no reason to complain.

It is idle to say that the manufacturers are not making white lead, paints or colors as good as they were made ten, twenty, or forty years ago; in fact, if anything, they have with very few exceptions steadily raised the standard of their goods so that now perfectly pure goods can be obtained at fair prices from reputable manufacturers. Some goods are certainly a great improvement over those prepared by the painters themselves, fifty years or more ago. That painted surfaces to-day are not so durable as they were formerly cannot be denied; but what are the causes for this deterioration? The unthinking will reply that on account of the competition in the manufacture, the prices are cut and the maker of paint is compelled to lower the standard of the goods. The broad assertion is made that the pigments as well as the vehicles are adulterated, or that the process of manufacture is so hastened as to injure the quality of the goods. That there is some abominable trash sold for paint there is on question in the mind of the writer, but why should a painter purchase such goods with his eyes open? This discriminating painter will let them severely alone.

One of the causes of the less durability of paints, especially in the large towns, is to be found in the atmospheric changes in them to what existed years ago, and the consequent differences in the action on paint.

Fifty years ago there were comparatively few railroads, few factories, and very little coal was burned as compared with the present day; gas was not much in use. Industries in which these destroying agents of paint are used have developed within the last thirty years to an enormous extent; but this change has not been noticed, except by very few people, for the advance of the destroyer was gradual.

In order to search for the causes of the perishing of painted surfaces the potent factors which are at work to bring about such a result have to be looked for. The atmosphere consists of oxygen, carbonic acid, water nitrogen, with, in towns, other agents. That linseed oil is dried or solidified by oxidation, *i.e.*, that it dries by absorbing oxygen, has been proved by eminent authorities. In every good oil paint, linseed oil is used as a binder and carrier for the pigment. The oil is suposed to cement the particles of pigment or coloring matter together and make them adhere to the surface to which it is applied.

Many have an idea that this forms a chemical combination, but it does not; it is a mechanical mixture only. There are some pigments which have a greater affinity for linseed oil, but none of them enter into a chemical combination with it, not even during the drying process. This goes to show that the disintegrating factors of the atmosphere, which will attack the dry pigments of colors, and powerful enough to destroy paint after the oil has become hard and solidified.

There being no chemical combination between pigment and vehicle, it is but reasonable to assert that linseed oil or any other vehicle cannot save the pigments from being destroyed, and this is proved in numerous instances where white lead paint is attacked by local influences, most noticeable were exposed sulphurous gases. To demonstrate this, some very dilute nitric acid may be poured into a dish which has been coated on the inside with white lead paint; effervescence will be observed, which is produced by the acid destroying the white lead, in spite of the solidified oil binder, the liberating gaseous carbonic acid. Any painter who has ever tested dry white lead for purity with nitric acid will have noticed a similar effect. There are many factors which cause paint to perish, and it is not to be supposed that the binder must perish first in all cases, but it is a well-ascertained fact that very often the pigment itself is destroyed before the vehicle. To the practical observer there should be no difficulty in determining the material which succumbs to the destroying influences. It is well known that no oil paint is durable when applied to damp surfaces, and that it will not adhere or stand when used over a ground of coal tar asphalt, or like substances.

Oil paint or colors will quickly peel, scale, or otherwise perish in stables, on freshly plastered walls, cemented floors, and on all surfaces containing alkalies; in fact, under all conditions where linseed oil has an opportunity to become saponified by the action of alkalies. This is most notably the case in painting plastered walls or cemented surfaces which have not been allowed to dry thoroughly or where the caustic lime has not become changed through the influences of air to harmless carbonate of lime.

No matter how often painters have been warned of the evil consequences of doing this, they will do it, being urged thereto by the importunities of builders, landlords and others, who want to hasten the finishing of a building, and afterwards, when the result is complained of, they have thoughtlessly looked for trouble in the material instead of the conditions under which it was applied.

Plaster and cement can be regarded as an intimate mixture of burned clay, caustic lime and sand. When mixed with water the lime becomes slaked, and partly goes into combination with the clay, this combination consisting of silica, lime, alumina and water, which is chemically neutral, and cannot produce saponification of the oil. But the free lime can do so.

Cement and plaster, as a rule, contain free caustic lime which does not go into combination, and this is what saponifies the oil; therefore it is far more safe to wait until the surface has absorbed plenty of air and the free caustic lime has been changed to carbonate of lime or whiting by the action of the carbonic acid of the air. Should it be necessary, however, to hasten the conditions for safe painting, the surface may be coated with dilute sulphuric acid and afterwards washed with water. This changes the caustic lime to sulphate of lime), which is harmless, and the sulphuric acid does not affect the cement or plaster.

In the perishing of paint where the oil is not the material attacked we have to look to the nature of the pigment.

The pigments are generally classed as mineral and organic, and termed permanent, fugitive and changeable. It is most certain that all colors or pigments which will perish or change through the influence of atmosphere and strong light in their dry state will be affected more or less when ground in oil and applied to exposed surfaces.

So far as the natural composition of our atmosphere is concerned there are only a few pigments (and these of organic origin) affected by it, and none but local influences need be dreaded.

White lead, for instance, is affected by sulphur gases in so far only as it will rapidly discolor, otherwise it will not suffer as quickly as some other pigments on account of its great affinity for oil, its density and elasticity.

Zinc white, under the same conditions, is not prone to suffer from discoloration, but unless in combination with pure white lead it is not suitable for exterior work.

Paints containing oxide of iron, such as mineral brown or Venetian red, will often give very good results for durability in favored localities, on iron work of store fronts, on bridges, etc., where there is comparatively pure atmosphere. but in numerous instances where the reverse is the case, the gloss has perished in a few weeks, the paint looking dry and the color changed. The coating was soft and easily removed. In these case the trouble appears to have been caused by the perishing of the oil from the attack of sulphurous acid gases present in the atmosphere, and of saline vapors.

In such cases it is for the painter to select such a medium or combination of mediums for his paint as will give a practically impervious coating to the surface, so that these gases with meet with greater resistance than there is in linseed oil alone.

As stated at the beginning of this article, the painters of the good olden times were more favored than their successors of the present, in so far as they had not so many atmospheric complications to face as there are to-day. There are the railroads, factories and industries of all kinds, using millions upon millions of tons of bituminous coal, often containing much sulphur, the manifold industries using chemicals, etc., all of which assist to render our atmosphere impure.

The burning of soft coal which contains sulphur pyrites, in no mater how small proportions, produces sulphurous acid, and this, finding its way through the myriads of smoke stacks and chimneys, uniting with the snow or even dew or mist, forms sulphuric acid, an agency which in time destroys any paint having linseed oil for its sole binder.

Therefore it is necessary that the practical painter of to-day not only make a study of the paint pigments and mediums, but also of local conditions to which painted surfaces will be exposed. The sooner this is recognized by the profession the better for all concerned.

In conclusion the writer would say that very often more is expected than is warranted by the nature of things. No one can expect a painter's work to be imperishable. The laws of nature decree that every substance. should have its enemy, its destroyer. We have noticed lately that even the beautiful enameled bricks used in some parts of our public buildings are not lasting. for the frosts of the past winters have caused the glaze to come off most of them, and if such material does not withstand the elements what can be expected of the material which the painter has at his command?

Mr. D. B. McLeod, general agent of the Northwest Threshing Machine Co., of Stillwater, Minn., has gone to the factory for a few days.

Personal.

Mr. G. E. Briggs, of the Waterloo Threshing Machine Co., Waterloo, Iowa, was in Winnipeg this month and placed samples of their new Dump Wagon with the coal dealers and the City, and also made arrangements by which their Sweep Hay Rakes and automatic Stackers will be handled from this point.

Mr. John Kelly, of Messrs. Kelly & Beals, Edmonton, was in the city for a week contracting for this season's trade. Mr. Kelly speaks of Edmonton's future in a most enthusiastic way. He, however, like several others does not believe that the running through Edmonton of the G.T.P. Railway, thereby changing Edmonton from a terminal point to a divisional point will improve the retail trade, then too, the small places springing up along the new lines will get their quota of the trade. He, however, belives that Edmonton is destined to be a wholesale centre.

A Black Paint for Iron

A good cheap black paint for iron work is prepared as follows: Solid wood tar, 10 pounds; lampblack or mineral black, 1¼ pounds; oil of turpentine, 5½ quarts. The tar is first heated in a large iron pot to boiling, or nearly so, and the heat is continued for about four hours. The pot is then removed from fire out of doors, and while still warm, not hot, the turpentine mixed with the black is stirred in. If the varnish is too thick to dry quickly, add more turpentine. Benzine can be used instead of turpentine, but the results are not so good. Asphaltum is preferable to the cheap tar.—Ex.

Calendars.

Among the many fine calendars we have already been favored with, that of Deere & Co., Moline, Ill., is one that will attract attention anywhere. It has a relief design of John Deere, inventor of the Steel Plow, also a relief of the first plow made by John Deere and a sample modern plow as turned out from this factory at present.

The Ontario Wind Engine and Pump Company are sending out a new hanger for 1905. It shows samples of their well-known line of wood and iron pumps, wood saws, field grinders, aeromotors, and a large cut of The Toronto Wind Engine in the centre. A nice calendar and the statement that they are selling agents for the Empire Cream Separators completes the design.

The International Harvester Co. have favored us with copies of their Deering and Champion calendars for 1905. The Deering shows traffic and manufacturing under the British flag, while the Champion has a very attractive Poke Bonnet study. These calendars are to be be had for the asking from any of their many branch houses or from the local agent handling their goods.

A Chance for Canadian Goods

The Department of Agriculture at Ottawa is in receipt of a letter from a gentleman residing in a large commercial centre in Colombia, in which he says that the people there are anxious to establish trade relations with Canada, and that of late the writer had been asked several times for the names of Canadian firms who could supply commodities and manufacturers in competition with the United States. Among other things, Colombia purchases flour, kerosene, sewing machines, canned goods, soda biscuits, and furniture in the United States. The gentleman adds that at present there is a great opportunity to get this trade, if Canadian exporters so desire. It is further intimated that there is a feeling in Columbia against trading with the United States.— M. J. Burke, Consul, St. Thomas, Ontario, Canada, October, 1904.

Canada Cycle Agencies.

To supply the popular demand the automobile that is needed is the cheap runabout. For this reason one of the features of next season will probably be the Pope-Tribune car which will be introduced in Canada by the Canada Cycle & Motor Co., Toronto. This is a neat little car, with good lines, and tried powers of endurance with engine on the front and easily accessible, selling at the low price of $600. The Canada Cycle & Motor Co., will also sell for the first time in Canada, the three other cars of the Pope Mfg. Co., viz., Pope-Toledo. Pope-Waverley and Pope-Hartford. This company has also renewed its agencies for the following cars which it held last year. "Autocar," "Packard," "Peerless," "Thomas," "Ford," and Stevens-Duryea.

Foreign Shipments.

The International Harvester Company have contracted with the Chicago & Eastern Illinois Railroad for shipments of from 600 to 1,000 carloads of implements destined to foreign countries during the present year. Shipments will go from Chicago to New Orleans and thence by the gulf route.

SEE US, WE HAVE THE GOODS

PARIS DISC HARROW, 12 to 20 inch.

We Handle a complete Line of **PARIS**

WALKING PLOWS
GANG PLOWS
SULKY PLOWS
BREAKER PLOWS
DISC AND DRAG HARROWS
MANURE SPREADERS
STRAW CUTTERS
GRAIN GRINDERS
STUDEBAKER CARRIAGES
FARM & DELIVERY WAGONS
WOODSTOCK WAGONS AND SLEIGHS

SEND FOR CATALOGUE AND PRICES.

Stewart-Nelson Company, Limited

Cor. Nena and Logan Sts.
Winnipeg - Canada

Brandon Binder Twine Co

The annual meeting of the shareholders of the Brandon Binder Twine company was held January 26th, and a full and detailed report of the condition of the company was laid before the assemblage by the president, Prof. Wolverton. Some of the members wished to sell the concern, but the majority were against that course. A good deal of discusion was indulged in, and it was finally decided not to dispose of the property and plant, but to try and make arrangements to continue the work. A resolution was unanimously carried that in company with other twine manufacturers, the Dominion Government be petitioned to place a bounty of 2 cents a pound on all twine manufactured in Canada, in order that Canadian manufacturers could compete against the great United States combines, which were flooding this market with their surplus stock. It was thought that arrangements could be made with the bank to carry the present indebtedness of the company until it would be known whether the Dominion government would accede to their request. Should they do so, it was thought that ample capital would be forthcoming to run the concern successfully.

The election of officers resulted in the return of all the previous officers and board, with the exception of one resignation.

Cossitt Co. Forging Ahead

The Cossitt Co., Limited, of Brockville, Ont., manufacturers of harvesting machinery, report business for 1904 far beyond their expectations. They were late in getting their new plant finished, but managed to catch the trade in all their lines. They now have one of the most up-to-date plants in the country. Last year they introduced three new machines: Their hay loader was a complete success, the entire output being sold early in the season, while they had to refuse a large number or orders. They are now starting to build a large number for the sason, 1905.

The new side delivery rake they placed on the market, gave the same results as the hay loader. This rake also acts as a tedder, and goes very well with the hay loader, as it leaves the hay in excellent shape to handle.

They also introduced a new steel rake, eight, nine and ten foot lengths pronounced by all who have ever seen or used them, to be one of the most up-to-date on the market to-day.

This company are doing most of of their business on the cash basis, selling direct to dealers, which they find a great success. Our readers will be pleased to know of their prosperity and no doubt will keep this concern in mind when making their contracts.—The Canadian & Vehicle Trade.

A Good Opening in Quebec

The U. S. Consul in Quebec, in answer to an inquiry from an American interested in automobiles who wishes to know the prospect of making sales of American automobiles and motor boats there replies:—"I have seen, as yet, only four automobiles in this city of 70,000 inhabitants. There must be a market for a great many more. If the motor for boats is any improvement on the present gasoline motors, I am sure there must be an opening for the sale of a great many of them among the large number of fishermen who have fishing rights on the numerous lakes and rivers in this vicinity. If some manufacturer would come here and attach his motor on a boat and de-

Clippings.

Our readers will notice in this, our first issue, (and we hope many issues after this), numerous clippings from The Farm Implement News, of Chicago, Farm Implements, of Minneapolis; The Implement Trade Journal, of Kansas City; The Implement Age, of Philadelphia; The Hardware Trade, of Minneapolis; and many others to whom we are indebted, and we shall aim to make our paper of interest to the trade here the same as our contemporaries are to the dealers of the States.

Empire Cream Separator Co. of Canada

The Empire Cream Separator Co. of Canada has been incorporated, to take over the Canadian business of the Empire Cream Separator Co. of Bloomfield, N.J., one of the largest hand separator manufacturing concerns in existence. The step has been considered advisable in view of the growing sale and demand for Empire separators in this country. The headquarters of the new company are in Toronto and the managing director is Mr. H. C. Sparling who formerly managed the Canadian end of tht business and is well and popularity known to the trade generally. It is the purpose of the company eventually to manufacture cream separators in Canada.

One of the first moves of the new company has been to make arrangements with the Maritime Dairy Co., of Sussex, N.B., the largest creamery company in New Brunswick, to handles its line in the southern part of that province.—The Canadian Implement & Vehicle Trade.

Studebaker Plant to be Enlarged

The Studebaker Bros. Manufacturing Company, South Bend, Ind., are preparing to erect a large addition to their plant to be devoted to the manufacture of automobiles. The structure will be five stories, 300 x 200, and will cost $175,000.

DEERE ENGINE GANG IN ASSINIBOIA.

anadian Farmers and Canadian Dealers not only appreciate a good thing but they know a good thing as well. That is how it comes that several times as many JOHN DEERE PLOWS (the highest grade steel plows made in America, or anywhere else) are sold to Canadian farmers by Canadian dealers as of any other high-grade steel plows of any other manufacture. The duty cuts no figure when a man wants the best and is willing to pay for it.

Walking Plows for all purposes; Riding Plows, single and in gangs, for horse and steam power; Disk Plows, single and in gangs, for horse or steam power.

For Sale by the Best Dealers in Canada.
Manufactured by DEERE & CO. Moline, Ill., U.S.A.

THE FAIRCHILD CO., Ltd., WINNIPEG, General Agents for Western Canada.

Farm Machinery as a Factor in American Agriculture.

We give below an abstract of a very instructive paper read by Prof. Zintheo before the American Society for the Advancement of Science at their meeting in Philadelphia a month ago. This paper contains a great many facts that illustrate the dependence of agriculture upon the use of improved machinery. There are few men in America better qualified than Prof. Zintheo to talk authoritatively upon this subject, as he has charge of the teaching in the somewhat important division of Farm Mechanics at the Iowa State College, and has likewise had a very wide experience in the way of representing in foreign countries the interests of the largest harvesting machinery companies in the United States. He says:—

Farm machinery has made it possible to develop the vast agricultural resources of the country. During the first two hundred years after the Pilgrim Fathers settled on the American shores the resources of the country failed to bring about any increase of importance in commerce or in the products of agriculture. As late as 1845 the people did not raise enough wheat for their bread.

With the advent of the steel plow, the self-binding harvester, and the steam threshing machine, there was a marked change in the producing power of the American people. Our food supply increased from 4.33 bushels of wheat per person in 1845 to 5.50 bushels in 1859; to 7.45 bus. in 1869, and as high as 10 bushels in 1889. During the same time the population on the farms had decreased to 80% in 1850 and to 33% in 1900. The American farmers of to-day, with one third the labor of the country, produce enough food to support not only themselves, but the other 67% that live in the cities, and export farm products during the year 1904 to the value of the enormous sum of $960,000,000, according to the United States Secretary of Agriculture's report.

This same report states that in 1830 it took over three hours' labor to raise one bushel of wheat; in 1896 it took ten minutes. In 1830 the labor necessary to the production of one bushel of wheat cost 17¾ cents; in 1896 it cost three and one half cents. In 1850 the labor represented in a bushel of corn was four and one half hours, while in 1894 it had been reduced to 41 minutes. (This has been greatly reduced since then by the introduction of the more modern corn harvesting machines.) In 1860 it is estimated that the labor in one ton of hay in bales represented 35½ hours, while in 1894 this labor was reduced to 11½ hours or from a cost of $3.00 in labor to $1.29 in labor. The report estimates that in the year 1899 the agricultural implements in the United States saved in human labor the sum of $681,471,827.

This country is the greatest maker and user of agricultural implements in the world, and this is largely due to the fact that this country is the most prosperous agricultural country in the world. It has enabled the farmer to pay the high price for labor caused by the competition of our manufacturers, and has taken away from farm life much of the drudgery and manual labor and made it in the best sense an intellectual pursuit. Improvements in machinery have brought about a steady decrease in the cost of production, notwithstanding the steady rise in wages.

To give an idea of the vast sums of money invested in farm machinery, take for instance the following States: Iowa has $87,960,000 invested; New York, $56,006,000; Pensylvania, $50,917,240; Illinois, $44,977,310 and Ohio, $36,354,450. The total value of implements on farms in this country is $761,261,000. American farmers buy annually $100,000,000 of farm implements. New designs of farm machinery are being constantly added so that farm machinery is surely the greatest factor in the development of American agriculture.

C P R Improvements

In the C.P.R. estimates for the coming year, which have just been passed at Montreal, one of the provisions is for the laying of standard rails on all sections of the main line, which are not so equipped at the present time. This work was begun last season on the western lines and was pushed with considerable vigor by G. J. Bury, general superintendent of the central division. The result is that there are but few sections of the line between Fort William and Broadview which are not so equipped, 80-pound rails having been laid as far west as Brandon. At a few points on the Broadview, Moose Jaw and Swift Current sections there are stretches where line divergence work is in progress, and where the heavier rail will be laid as soon as the grade is ready.

During the past season 830.55 miles of heavy steel was laid on the central division. Of this, 275.25 miles were the 80-pound rail, 203.05 the 73-pound rail and 352.25 the 72-pound rail. The completion of so large a portion of the central division last year means that the western division will receive the greater portion of the heavy steel this year. There is considerable grade reduction and curve easement work planned for the division, together with some divergence of the old line. When completed the improvements will render a faster service possible from coast to coast.

If the report is correct, that the C.P.R. is negotiating for the purchase of 60,000 tons of English rails, for delivery this season, it means that with this amount of 80-pound steel there will be a little over 475 miles of it. The double tracking between Fort William and Wininpeg will require about 425 miles of heavy steel and in addition there will be a quantity needed for sidings and similar purposes. There seems to be little doubt in official circles but that the contract for this work will go to Foley Bros., as stated in the Free Press some weeks ago.

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THROUGH TICKETS
East, West And South

Including OCEAN TICKETS to
EUROPE, AUSTRALIA, CHINA, JAPAN,
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WINTER RESORTS.

PULLMAN SLEEPERS. ALL EQUIPMENT FIRST-CLASS.

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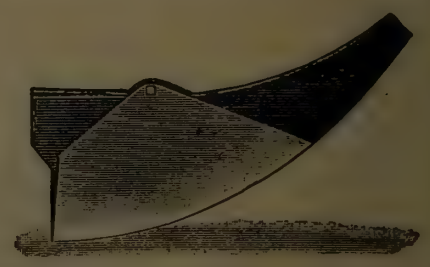
Patent Heel
For Repairing Worn Out Drill Shoes



They will fit any make of Shoe Drill.
They are made of extra steel and will polish and keep clean in all kinds of soil.
The price is low (about half the cost of new shoes) and it is not necessary to take the drill or any part of it to a blacksmith or machine shop, as the heel can be put on by any person—it slips over the old shoe and fastens with one bolt at the top.

Saves Time and Money
Patented in Canada and the U. S.

Manufactured only by the....
The Frost & Wood Company Limited
Winnipeg Brandon Regina Calgary

THE

Fairchild Co. Ltd....

WINNIPEG.

WISH TO ADVISE THE TRADE that the burning in part of the Canada Carriage Company's plant at Brockville early this month will not affect them very much, as the bulk of finished goods as well as a large quantity of material and four large buildings were saved intact, and they are now running full force.

Forty cars of buggies for 1905 trade are now in store in our Winnipeg warehouse, and **all orders will be shipped promptly.**

Deere Plows
Moline Wagons
Fairchild Wagons
Monitor Drills
Disk and Drag Harrows
Pulverizers, Etc.

Are being unloaded at our track warehouse at the rate of 5 cars daily, and outgoing shipments are being made daily therefrom.

Nothing better than the above lines to secure the volume.

Get in the procession and secure agency.

Visitors to Bonspiel

Are invited to make our sample room their headquarters.

THE FAIRCHILD CO., Limited

156 PRINCESS ST., WINNIPEG.

A Representative Winnipeg House

Twenty years ago there was but few Wind Engines or Wind Mills as they are more commonly termed in Canada, and especially in the Manitoba country.

Ten years ago a company was chartered in Ontario to build wind engines, they bought out an established pump plant and since that time the business has enlarged and grown and expanded until to-day the factory of The Ontario Wind Engine and Pump Co. at Toronto, sends its products to every part of the British Empire and several foreign countries.

With the great development of the agricultural and railroad interests of the Northwest, came an increasing demand for their machinery from this territory, so in order to the better serve the interests of their customers, land was purchased last year in Winnipeg and a building has been erected on same, that gives this company abundant storage and transfer facilities to properly care for their trade from this point.

Of course, no matter how well made or meritorious the machinery is, or how excellent the facilities for handling are, unless the business is properly directed and controlled it will not succeed. So in order that no mistakes should be made and the success of the branch house assured from the beginning —the business was placed in the hands of Mr. J. M. Reid, as manager, who had demonstrated his ability in this line during several years' service with the company in Ontario.

For the entire Dominion this company act as agents for the well-known Stickney Gasoline Engines, made at St. Paul, and they are exclusive selling agents for the Empire Cream Separators in Manitoba and the Northwest provinces.

Among other lines they handle the ensilage cutters, horse and tread powers, etc., made by B. Bell and Son, of St. George.

Their new building here occupies space on Chambers street, 50x60, two storeys and a basement.

A shipping shed 32x50 adjoins this building and a platform fronting the track the full length furnishes ample shipping facilities. The main building is well equipped with offices, repair shop and one of the largest electric hoists in the city. The platform of this hoist is 8x13 feet. The building is fitted with proper heating and sanitary appliances and is one of the substantial additions to Winnipeg's solid growth during the last year.

The Harmer-Wadge Implement Co. are a new company in the implement business in Winnipeg. Mr. Harmer was formerly manager of The Western Implement Manufacturing Company while Mr. Wadge was connected with "The Hero" Fanning Mill business.

MR. S. M. REID, Manager Winnipeg Branch Ontario Wind Engine & Pump Co.

The New Warehouse of The Ontario Wind Engine & Pump Co. at Winnipeg.

Why One Remained Outside.

William H. Mason, who recently returned from a western trip, is telling a story about two country merchants he met during his travels. The men were brothers, well along in years, and among the most prosperous citizens of their county. One of the brothers was moved not long ago to believe that he should join the church.

Neither had ever paid attention to religious affairs, but a stirring evangelist had finally aroused the elder man to feel that the church was where he belonged. He endeavored to persuade his brother to join the church with him, but whenever the subject was mentioned the brother always waived the subject and would not discuss the matter. Finally, the elder brother said one day: "John, why don't you join the church if I do?" "Well, Bill, I might as well tell you. You go ahead and join the church; but if I join it, too, who's going to weigh the wool?"—Chicago Chronicle.

The Buggy No Better Than its Wheels.

The Farm Implement News has the following very sensible paragraph regarding the importance of quality in the wheels of vehicles:—

If vehicle buyers knew that a few dollars covers the difference in cost between good and poor wheels they would not hesitate to pay a higher price to obtain the better grade. If dealers realized what it means to them to sell vehicles with good quality wheels they would demand and be willing to pay for the better grades. If manufacturers want to make the medium grade vehicle trade more satisfactory to every factor they will begin a campaign of education along that line. "A horse is no better than its legs." A buggy is no better than its wheels.

The Mail List.

Then get out your mailing list—of course you have one. Go over it carefully and pick out names of people that you think are at all likely to buy a drill this spring. To them send a strong letter calling attention to the drill that you have left, describing them and giving the lowest price. It may be that you will find twenty-five or fifty to whom you think it will be useful to send these letters—but that will be all right. If one of them buys a drill you will have gotten your money back.

Farm Wagon Trade.

One of the most satisfactory branches of the retail implement and vehicle trade is the sale of farm wagons, says a writer in the Farm Implement News. The writer has met dealers who considered this line the most agreeable to handle, except in respect to the long credits which prevail. Of course, the trade is not free from the evil of price-cutting and the average profits realized are doubtless smaller than they should be, but there is little trouble over repair bills, considering the great number of wagons sold annually. Catalog house wagons are not much in evidence and comparatively few jobs are sold direct or offered for sale in that way.

The assertion was made recently by one who has investigated the matter of total annual sales that approximately 250,000 wagons are sold every twelve months, and another authority, pronouncing these figures substantially correct, added that practically all of them are sold by the dealers. If this is true, only two things are necessary to make the retail wagon trade as satisfactory as one could reasonably hope for— a moderate increase of profits and a substantial reduction in credits. The means of securing both of these are in the hands of the dealers themselves.

A successful western daler told the writer that he has been trying for two years past to put his wagon business upon a different basis as regards credit and that he has been fairly successful. Twenty years ago he bought and sold wagons on four months' time. Gradually the credits were expanded until a year's time was considered a short retail credit and many sales were settled with notes of which the last did not mature until eighteen months after date. It may be remarked in passing that the first intimation of a change from the old four-months' basis came from a factory representative who voluntarily and unexpectedly offered the dealer sixty days' longer time than he had been receiving. He had asked for no more time. Last year his wagon sale credits averaged three months shorter than the year before, and

this year's average he believes will be shortened by another month or two. In accomplishing this desirable change he has lost a few sales to persons who could not be moved from their position of demanding unreasonable time, but he found most of his customers amenable to reason. However, this dealer had little competition during the past two years or he probably would have found it a more difficult task to reform his wagon credits. But competing dealers, working harmoniously with the same end in view, can accomplish more and in less time than he. And with so little irregular competition to meet there is no reason why the same dealers should not make their wagon business productive of more consistent profit.

The Voice of Command.

In these days the great man seldom uses the great manner. Power speaks gently; authority whispers oftener than it vociferates. Dewey's famous "You may fire when ready, Gridley," is the quiet and confident example of the big man in a big undertaking, whether it be war or business.

Twenty years ago the typical railroad president, one of the three railroad kings of that time, was bluff, loud, autocratic, propulsive. His words rolled out thunderously. He brooked no argument. Jove could not have been more conclusive. He gave the impression of awe; he made his visitors feel that they were in a wonderful presence. The same railroad system now handles many times more business than it did then; its earnings are tens of millions larger; its employees have grown into an army. The new president is altogether a modern executive. While chatting with a visitor he gives orders. There is no elevation in his voice. Humorous sallies are sandwiched in the conversation. It is as pleasant and as comfortable as a friendly talk in a cosy corner. And yet this modern president dispatches more business in a day than his predecessor of twenty years ago did in a week.

It is the same to-day with most men of eminence in business and politics. They are of the same brand—quiet, well-poised persons who semed to have acquired with their success the practical philosophy of life and living. They are not in a hurry. They do not fume or bluster. Their words are as cheerful as they are simple. They invite and tell good stories; and their very calm is in part an explanation of their rise to high position.

It is a vast mistake to think that the tendencies are toward noise and haste and nervous waste in the big chairs of modern civilization. The man with the cool head and the gentle tongue is the kind who is wanted in large undertakings.

MR. DEALER---You want to secure a first-class line of profit making Goods. Here they are:

Wind Mills

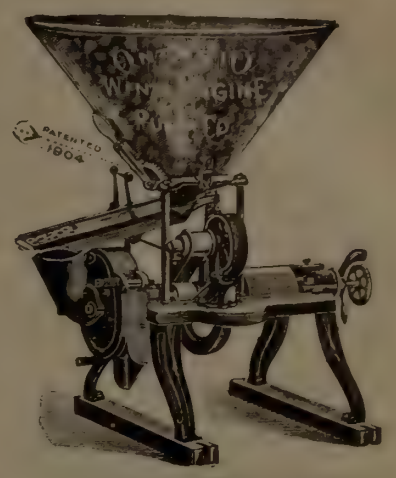
The Canadian AirMotor

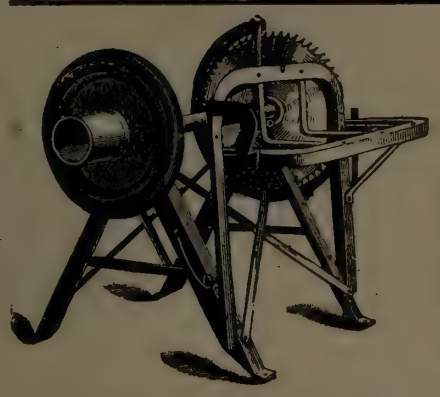
For Power or Pumping. Made of galvanized steel, strong, simple, durable. Most popular line on the market to-day.

Grinders

THE TORONTO in 8, 10 and 12 inch Plates.

THE STICKENY in 6 inch Plates.





Steel and Wood Saw Frames, and Saws.

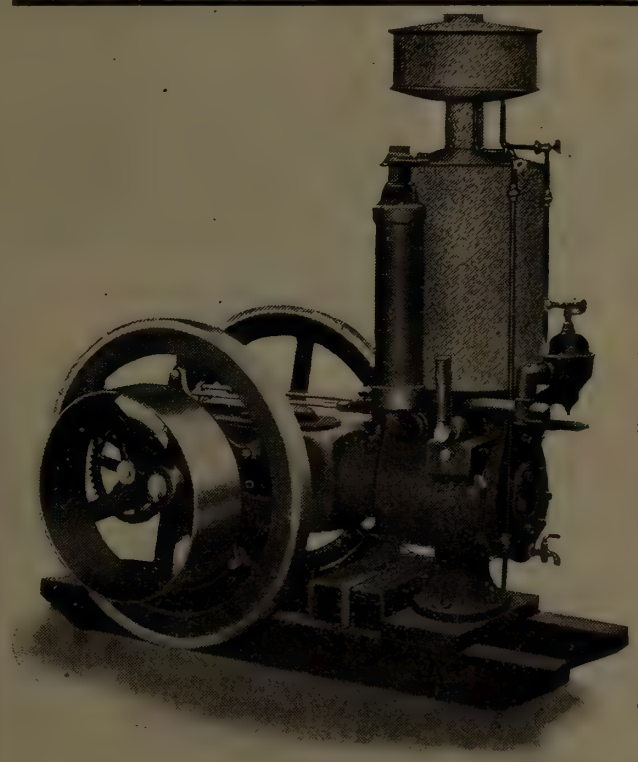
Horse and Tread Powers, Straw & Feed Cutters, Steel Land Rollers

The B. Bell & Son line, the old reliable and best in the market

Cream Separators

The Empire

Simplest and Best.



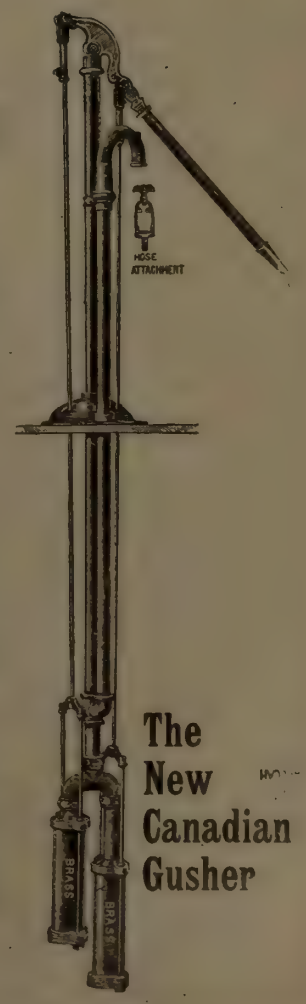
Gasoline Engines

The Stickney Line

3 H.P. Stickney Jr. The New Stickney Horizontal Engine 6 h.p. is the latest and best Engine made. It is simplicity itself. Also made in 12 h.p. and 25 h.p. sizes.

PUMPS

Iron or Wood, Force orLift, Single or Double Acting.



The New Canadian Gusher

Brass, Iron and Porcelain Cylinders; Galvanized Iron Piping; Rifle Hydraulic Engines; Railway, Town and Village Water Supply Material for fire protection or domestic use.

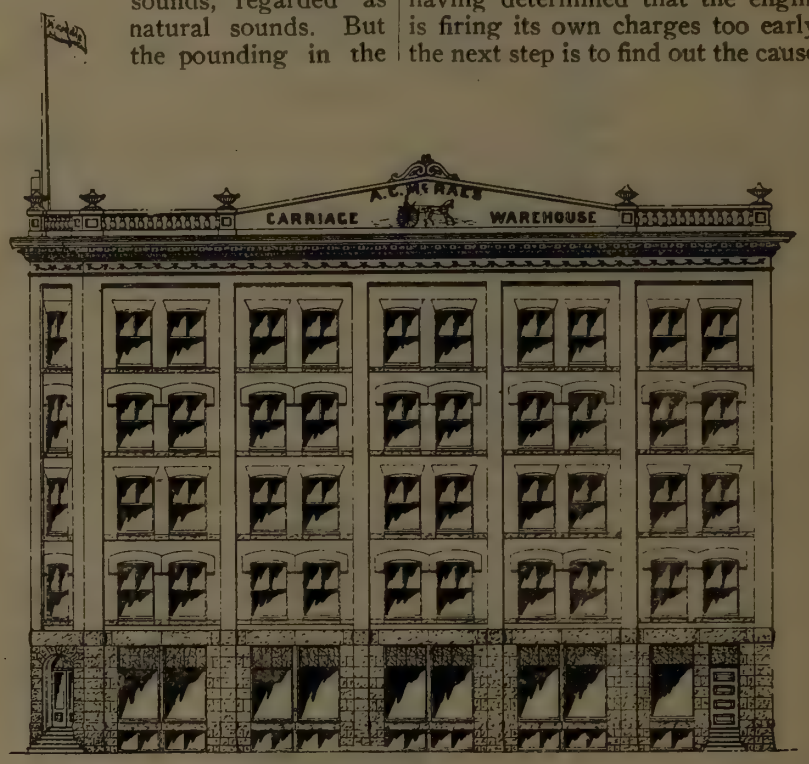
Ontario Wind Engine & Pump Co. Limited

83-91 CHAMBERS ST., WINNIPEG

Head Office and Factory: TORONTO.

Sounds in the Gas Engine.

The best engineers take great pride in operating their engine in such a manner or condition that makes it practically noiseless. It is usually considered that the less noise or sound there is from an engine when it is running the better the condition of it. In a measure this is true. but there are certain sounds which may be regarded as natural sounds, which if entirely obliterated may be a decided hinderance to the successful operation of the engine. The principal of these are the exhaust and the inhalation sound. In a stationary engine these may be conducted outside of the building at a point where they are not noticeable in the engine room. Or they may be so muffled as to reduce their noisy effect to the minimum. The attempt to completely muffle the exhaust sound of a gas engine not only interferes with the running of the engine but if accomplished, it takes away a valuable guide to the operator by which he can judge the running condition of his engine. An operator of a gas engine can hardly be considered a successful one who has not carefully studied the exhaust sounds of his engine and who is not able to detect by the sound of the exhaust many irregularities that arise in the running of the engine. The exhaust sound of an engine, therefore, is a natural sound that should not be interfered with too zealously. The exhaust and inhalation sounds will together determine for an observing operator defects in the exhaust and receiving valve operations, as well as point out defective ignition, and will give immediate notice when an extra load is put onto the engine, and about the extent of the load, and whether the engine is overloaded or his handling its load easily. The exhaust sound, of course, is the principal guide and one that every observing operator soon learns to notice closely when within hearing distance of it. In the oil fields of this country many gas engines are in use, and often one man is given charge of from six to ten engines that he is expected to start and keep in operation. These engines are doing work at pumping oil wells and are scattered around over a square mile or two or territory located conveniently at the oil wells they are pumping. The exhaust of these engines are never muffled. It would be regarded by the engineers in the field as an indication of ignorance if one among them should muffle the exhaust sounds of his engine. They listen for the exhaust sound of an engine that may be a mile or more distant and if able to hear it they are able to tell whether the engine is going all right or whether it is in distress and needs immediate attention. It is such a valuable sound that it may be regarded as the index finger or pointer of the engine, but the important thing about it is that you do not need to be close enough to see, if you are within hearing distance of the exhaust sound. It is certainly folly to endeavor to muffle the exhaust where it is not required by reason of annoyance to the ears of people who are compeled to live in the immediate vicinity where a gas engine is constantly at work. In crowded cities, in public buildings where many persons congregate, on automobiles and pleasure launches when gas engines are used for power, it is desirable to muffle the exhaust sounds for the benefit of the ears of the many people near it who have no direct interest in its welfare. The *unnatural* sounds of a gas engine are those that indicate want of adjustment, wear, broken parts or impending damage to the engine. The regular click of the valves and sparker mechanism and slight rumble of the gearing, may be, along with the exhaust and inhaling sounds, regarded as natural sounds. But the pounding in the cylinder due to premature ignition, the grating or purring sound of a broken fly wheel or pulley spoke, the knock of a loose wrist box or fly-wheel loose on the shaft, the hissing and sometimes barking noise of the escaping pressure around the piston, the clatter of worn parts in general, are sounds that should be met and overcome the moment they arise, because they are unnatural sounds and indicate an abnormal condition of the part creating the sound. Happy is he, and great is the operator among operators, who is able to quickly determine the cause or source of any abnormal sound. He is a safe man with an engine. His ability did not come to him by chance but by close observation and application. He has done some good sound thinking on the subject of the running of the gas engine. He is often better equipped to handle a gas engine under a load than the manufacturer himself. An engine under his care will run along smoothly and quietly and give off no unnatural sounds. No engine can do its best work when there is pounding in the cylinder. And yet we find many engines running that way, and those who have charge of them do not know why the engine pounds. If they cut out their battery switch, and take from the engine the electric current which is supposed to be the only source of ignition, they would find to their surprise that the engine would run right along and pound away without the battery or apparently anything to supply the ignition spark. The conclusion is that the engine is simply firing its own charges bofore the piston has finished or completed its compression stroke, and the force of the explosion, against the on-coming force from momentum of the flywheels through the piston, causes the heavy jar or pound in the cylinder. After having determined that the engine is firing its own charges too early, the next step is to find out the cause. Either the compression is too heavy or the interior of the igniting chamber retains a firing heat from the preceding charge. This latter may be the result of obstruction in the cooling device or insufficient opening of the exhaust valve so as not to allow a free vent to the exhaust gases. Or the pre-ignition may be caused by some projecting point of iron on which there is a deposit of carbon, or a chunk of burnt carbon in the combustion chamber. Pounding in the cylinder, you will notice, does not always result from the same cause. Too often we fail to locate and overcome the trouble by reason of the fact that we make up our minds that the trouble is located at a certain place, and we stick so closely to it that we seem to be unable to direct our attention to any other thing or point. The expert comes and locates the trouble at another point entirely, without giving our *pet* or supposed trouble any consideration at all. It is just as important to be able to search for different causes as it is to be able to distinguish between two abnormal sounds. Operators sometimes get confused between the sounds of premature ignition (pounding in the cylinder) and a knock caused by a loose flywheel or wrist box. I have known operators to work for days in adjusting the wrist boxes in the hope of overcoming a knock caused by a loose flywheel. This is very much like the fellow who stoops to scratch his friend's ankle when it is his own that itches. In order to overcome an unnatural sound in an engine it is necessary first to exactly locate the itch and then scratch at that place. Unnatural sounds are most easily located when one is entirely familiar with the natural sound. They are more quickly and easily overcome if their cause is located the moment they are noticeable. Some engines never, or apparently never, develop any unnatural sounds because the operator is always on the alert and detects and remedies them the instant they occur. His engine runs smooth and quiet all of the time. Other engines when they run at all are completely hidden by *unnatural* sounds. They are so numerous, so noisy, so deafening, that they would put to shame the braying of a donkey or the music of a little German band. It was my privilege to hear such a conglomeration of unnatural sounds coming from a gas engine at one time, which created such a din or clatter that I actually felt fearful of approaching it. Yet the engineer informed me that they had been using it, or trying to, in that same condition for the six months previous. It seemed to me upon looking it over that there wasn't a part about it that was intended to be tight. I afterwards learned that the engine was a complete wreck within a year from the time it was installed. It pays to guard carefully, detect early, and remedy quickly all unnatural sounds about a gas engine.—Canadian Implement and Vehicle Trade.



A. C. McRae's new Warehouse—the latest addition to Winnipeg's Substantial Buildings.

The Choice of the Czar.

Recent advices from Europe state that the Czar of Russia has recently ordered for use on his private estate in the Caspian country the following Deering machines: 2 12 feet Deering push binders, 2 Deering reapers, 2 Deering Mowers, 2 Deering hay rakes. This order was placed with the Odessa agency. The Czar is a good judge of agricultural machinery and his recent order for American made machines is the result of careful investigation, and can be attributed to the superior quality of machines made in this country.

Harvester Concessions now General.

The International Harvester Company of America in a letter to H. J. Hodge, secretary of the National Federation of Retail Implement and Vehicle Dealers' Associations, denies the report that their general agents and blockmen have received no instructions relative to the concessions made in the contract at the request of the Federation in November last. In support of this denial they have submitted a copy of their instructions to general agents earing date of Nov. 11, 1904. The denial was reiterated by representatives of the company at a confereence held in Kansas City last Monday.

It appears, however, that the company' general agents were instructed to alter the contract in accordance with the agreement when such alterations were desired by the dealer. The result was that unless the dealer requested the changes they were not made. From this fact the report arose that no instructions had been given.

At the conference held Monday the harvester committee of the National Federation took the position that it was incumbent upon the International Harvester Company of America, in view of the concession granted, to alter the contract in accordance with same whether requested by the dealer or not.

This phase of the question was discussed at some length and the company's represntatives accepted the harvester committee's view of the matter, promising that a letter covering the various concessions granted at the request of the Federation would be sent to every International agent with instructions to attach same to his 1905 contract.

The correspondence between Secretary Hodge and the International company prior to the Kansas City conference was as follows:

Secretary Hodge to International Company.

"Abilene, Kan., Jan. 5, 1905.

"International Harvester Company of America, Chicago, Ill.

"Gentlemen: About Nov. 1 your sales managers on behalf of your company granted certain concessions to the harvester committee of the National Federation of Retail Implement and Vehicle Dealers' Associations. The said concessions we deemed of great importance to the members of our association and the retail implement trade generally, if made effective. It is now being reported that your general agents and blockmen have had no advices from you concerning these concessions and when dealers ask for the modifications of the contract they are informed that they have no authority to grant same.

"I am instructed by the harvester committee to say that they deem this of sufficient importance to our members to warrant an interview with authorized representatives of your company, and would suggest that such interview be held at Kansas City, Jan. 9.

"Hoping you will give this your favorable consideration, I remain,

"Yours respectfully,

"H. J. Hodge, Secretary."

International Harvester Company's Answer.

"H. J. Hodge, Secretary, Abilene, Kan.

"Dear Sir: I have your favor of the 5th, which referred to the fact that the report is current that this company has never instructed its general agents in accordance with the agreement reached at the conference with the Federation in November. The best evidence that I can furnish to you that we did notify our general agents in accordance with that agreement is the enclosed copy, taken from my files, or our general letter No. 93-C, Nov. 11, which was sent to every general agent in the United States. This will give you the evidence desired. We will further state that we are perfectly willing to meet your committee at the time suggested and will try to satisfy them that it is our intention to fulfill our promises to the letter.

"Very truly yours,

"R. C. Haskins."

The Instructions of Nov. 11.

"General Letter No. 93-C.

"Nov. 11, 1904.

"To General Agents:

"Gentlemen: There has been some discussion lately on the subject of the exclusive feature of our commission contract, and we desire at this time to state the principle that will govern in this matter. Where we furnish goods to an agent for sale on a commission or consignment contract our interests demand that such articles be handled solely on an exclusive basis. Such articles as are included in our sales contract and are bought outright by the agent need not be on an exclusive basis provided the agent will buy such reasonable number as will protect us in the trade. On this basis you may, where desired, exempt rakes, hay stackers and tedders from the operation of the exclusive clause in our agency contract for 1905. This will doubtless work to our advantage in many cases and save us a customer who might be willing to handle a few of these goods, but not on an exclusive basis until they have been on the market longer and demonstrated their superiority. You may also exempt horse hay rakes from the operation of that clause unless for reasons satisfactory to you you decide it will be to our advantage to have the rakes handled on a commission basis.

"Some question having arisen as

Palmerston Carriages.

Every One Sold Will Sell Another.

ONE OF OUR MANY STYLES.

Bone Dry Material.

Expert Workmanship.

Up-to-Date Finish.

Patent Removable Bottoms in all Buggies. Send for Catalogue and prices, or when attending the Bonspiel call and see us at our new warehouse, corner King and James Streets.

A. C. McRAE, Agent for Manitoba and Northwest Territories, Winnipeg, Manitoba.

to the construction to be put on Clause 7 in the instructions to agents in the commission contract, you are advised that the policy of the company will be to replace defective canvases and wood parts in the same manner provided for replacing other defective parts.

"Where desired, you may give the folowing written agreement to agents on contracts already written for 1905:

"'It is agreed that the blockmen of the company shall, so far as practicable, examine farmers' orders for commission machines submitted by the agent, and O. K. such as conform to the contract requirements, and notes properly taken on such orders will be accepted.'

"By the expression, 'so far as practicable' we mean that the blockman shall do this so far as he can in connection with his other duties. It is manifest that many sales will be made in the rush of the harvest season when it will be a physical impossibility for the blockman to pass on all the orders.

"Very truly yours,
International Harvester Company of America."
"Dict. b. R. C. H."
—Farm Implement News.

Manager E. A. Mott, of The Cockshutt Plow Co. went east this month to visit the home factory at Brantford and strengthen his different lines for the coming season.

A Manufacturer's Views.

H. C. Staver, of Chicago, represented the implement and vehicle manufacturers at the dealers' convention in Sioux Falls last month. A part of his address is as follows:

"My first duty to you is to bring the greeting of our association. I would say to you that our association is in sympathy with your work and it is our desire that the manufacturer, the jobber, the dealer and the consumer, yea, the consumer, shall come closer together. I was requested by the chairman of the committee of dealers' associations to suggest a few arguments.

The first is, standardize your implements and vehicle business. The manufacturer of an implement or a vehicle gives his life's study to that article; he not only studies it, but he gets reports from every traveling man; he gets reports from many of the dealers; he goes out and sees it in actual operation, and he knows what will make a practical article for you to sell. This may not seem to you correct at first start, but I want to say this as a clincher: I have had the pleasure of watching trade a great many years, and let me say to you that the general manufacturer, if he is a live, energetic man and looks after business as he ought and reads all the correspondence that comes into that office and listens to all the reports brought to him, comes as near judging as to who are successful men without ever seeing them, without looking at Dun or Bradstreet as to their rating, than any man you know of. I have watched the western country more than the east, and I can name to you men by the hundreds who have made a success of their business and control the trade of their town, and they never think of asking you to change on an implement or a vehicle.

I have read of a travelling man who, when he wrote an order, got in nearly every style of vehicle, and they used to write and tell him not to, and he would reply that the man wanted a variety on his floor. This gentleman sold the dealer a carload of goods. The goods arrived and he paid for them. In the course of about four or five weeks he wrote a letter and enclosed an order for another carload and said he did not want the traveling man to tamper with that order. And that whole order was for only three styles. He said in his letter he wanted goods to sell and not goods to look at on the floor. If you find an implement or vehicle that sells, that is the one to push. If you are trying to sell a customer, and if you have but one thing to show him and put all your energy on that one article, you can sell him a great deal quicker than to show him five or six kinds. Competition is very close, you know. It is close with us. It is closer with the manufacturer then ever, for it is simply by systematizing and getting it down on special lines that he can make a success of business.

The warranty of a vehicle belongs to the carriage maker. I believe you should take up this question of warranty. This question of warranty has bothered always; it bothers you and it bothers us. Just exactly what is right is the question. I belive the manufacturers of vehicles desire to do what is right, but the thing that worries them is the fact that so many times things are brought up against them which are not right but which the dealer himself thinks is right. This is a difference of opinion, and both are honest in their opinion. The farmer comes in with his vehicle and he will say the paint is bad. Well, the warranty does not cover paint, and never has, and yet many manufacturers have always made that warranty good. And then, when a complaint comes in about the paint being wrong, the question is, why did that paint go wrong? Maybe a neighbor of his has the same make of buggy and has used it just as long, and his paint is perfect. Yet they went through the same process all the way. Why should one go wrong and not the other? It is true sometimes the paint goes wrong when it is the fault of the workmen in the paint shop. Then, in my judgment, this ought to be made right cheerfully. There must, as a rule, be something which causes these things to go wrong.

We make the greatest variety of wheeled vehicles of any firm in Canada and are introducing

Many New Varieties for 1905.

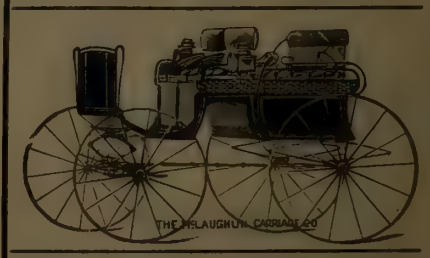
It will pay you to investigate before purchasing. 112 p. catalogue free. ***See our new Artillery Hub Ball Bearing Wheel,*** adapted for all fancy road wagons and light top buggies, with rubber cushion tires. We fully guarantee them—lhey are the proper thing for liverymen. Great draft reducers and require oiling only 2 or 3 times yearly.

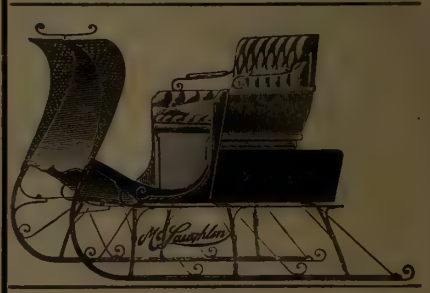
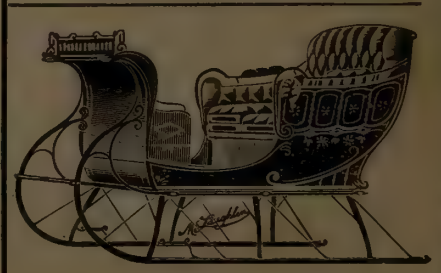
McLaughlin Carriage Co.

Limited

Factory: OSHAWA, ONT.

Branches carrying full lines at Winnipeg, Montreal and St. John.



President Shamp on the Harvester Question.

Statements, recently given to the press by Jerome Shamp, Lincoln, Neb., president of the South Platte Implement Dealers' Association:

The objects and aims of this asociation being to build up the retail implement dealers and bring about a closer alliance and friendship, and to establish staple prices, and, if possible, to place the implement trade upon a more safe and reliable basis, would naturally place us in a position by which in all cases we should co-operate with the jobber and manufacturer, and in my judgment this is the only way the retail dealer can ever be brought up to the proper standard. The system which we live under at the present day is a system of organization, and the International Harvester Company is no exception.

Certainly we can say that, taking the expense into consideration that has devolved upon the retail implement dealer, he has made nothing to speak of in handling such goods, and this has largely been brought about from the fact of the unnatural competition and the strife between the retail dealers themselves.

In this association we reserve the right to place a reasonable price upon the goods we sell, and we expect in turn that the manufacturer and jobber will co-operate with us in maintaining this price.

We believe that it is the right of the International Harvester Company to sell goods to whom they please, but we do believe that is a reasonable proposition and a business one that they should sell to such dealers as make a reasonable profit on the goods they sell, and we believe that they will do it.

It is true that every organization is born for a purpose and that purpose is to make money; and we presume that the International Harvester Company has other motive in its organization.

As to the exclusive clause in the contracts. This has been in existence for the past twenty-five years, and so far as we can see it has always been inoperative and we do not believe that it is either feasible or constitutional, as we believe that the retail dealer has and should have the right to sell whatever goods he desires, and an unreasonable thing cannot be demanded of either party.

What the International Harvester Company's objects and aims will be in the future, it would be hard for one to foreshadow, and it seems to me at this time that there is but one course for the retail dealer to take, and that is to establish a reasonable, staple price upon the goods he sells, and then maintain it in all cases. Under the present system of organization it is the only way that he can possibly succeed, and then when this is done we have the right to expect the manufacturer and jobber will co-operate with us in maintaining these prices.

Before the retail dealer can make a demand upon the jobber he should have a motive and an object by which the jobber and manufacturer could co-operate with him, and this is the only way, in my judgment, that we can succeed. An association without a motive is useless to its members.

Our personal views in regard to the trust question is that legitimate capital centralized has never injured any one, but the present system of watered stock is a menace to the legitimate trade of the country, and that all of the means of transportation should be taken hold of and operated by the government for the benefit of the people, which would give them back their constitutional rights, and would have a tendency to level down all of these institutions, which at this time can take advantage, through the means of transportation, and virtually deprive other enterprises from springing up and competing. We believe that this is the greatest question before the American people at this time, and that sooner or later it will be taken up and disposed of. When trusts become powerful and law-defying, there is but one way by which it can be controlled, and that is through the government.—Jerome Shamp.

A New Departure.

M. J. Miller, who for the last six years has been Supt. of Plow Dept. for the Massey-Harris Co., has recently been appointed Canadian representative for the David Bradley Mfg. Co., Bradley, Illinois, who make the celebrated line Bradley plows, harows and hay presses. The Bradley Company are one of the oldest plow builders in the United States, and their celebrated "Garden City Clipper" plows have a world-wide reputation.

Mr. Miller is undoubtedly one of the best known plow men in Canada, and has had years of experience, not only in Manitoba and Northwest Territories, but also in the Western and Southern States, having been connected with the Economical Plow Co., South Bend, Ind., who were the pioneers in 3-wheel plows, also with the Bissell Chilled Plow Co., of the same city. Mr. Miller knows the conditions existing in the Canadian West, just what kind of plows are required in the different soils, etc.

Mr. Miller will have charge of Eastern as well as Western Canada, and will have office and sample rooms in the new McRae Block, corner King and James Streets, Winnipeg. He will be at home to all friends and customers during bonspiel, and will take pleasure in showing the Bradley line.

MANUFACTURERS OF POST OFFICE BOXES IN BOTH COMBINATION LOCK AND KEY LOCK

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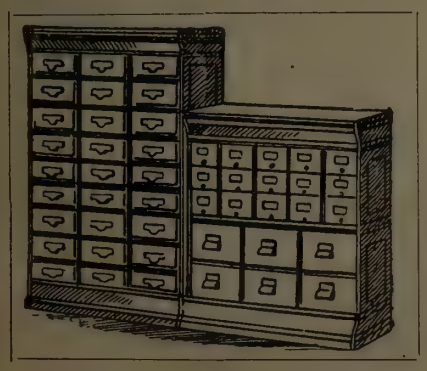
Card Indexes, Card Ledgers, "Shannon" Files, Check and Document Files, Sectional Filing Cabinets, Sectional Book Cases, Rapid Roller Letter Copier, and other high grade labor saving Office Devices in Steel and Wood.



WE ALSO CARRY IN STOCK A COMPLETE LINE OF

STANDING DESKS, ROLL TOP DESKS, TYPEWRITER DESKS, OFFICE TABLES and CHAIRS

WRITE US FOR CATALOGUE and PRICES STATING WHAT YOU ARE REQUIRING

We would be Pleased to furnish School Trustees with Catalogue and Prices of our Ideal School Desks

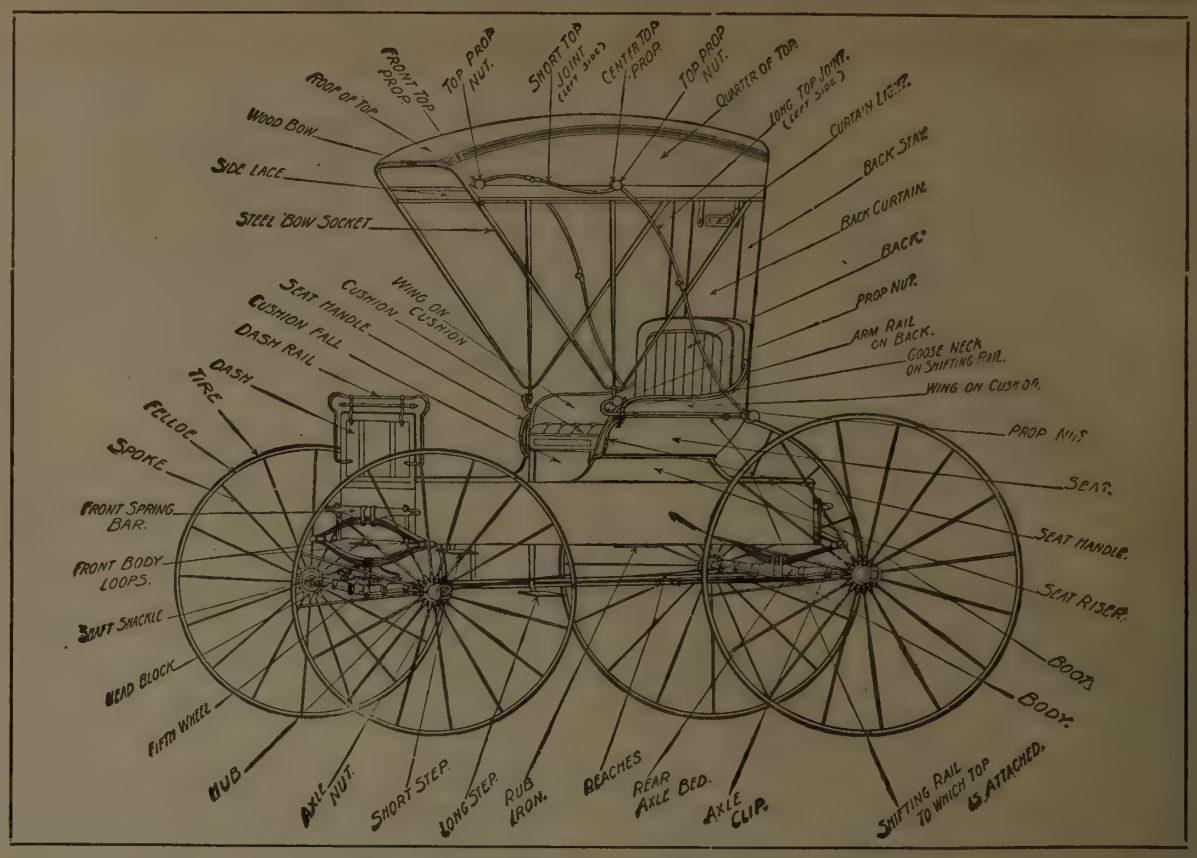
WE HAVE SECURED THE CONTRACT TO SUPPLY ALL THE DESKS USED IN WINNIPEG SCHOOLS

Don't Know Good Tools.

It is remarkable what a lack there is of the common American plow in Japan and other countries of the Orient. No one knows exactly why. The American plow is admired and desired wherever it has been put on sale. The farming people of Japan frequently inquire where they could get an American plow. There are American plows on sale in Nagasaki, but the people of the agricural districts do not appear to know of it. They have heard of American plows, but few have seen or used them. Moderate sized, plain, medium cost plows are wanted. If there too many attachments to any of the farming devices the Japanese are at a loss how to use them. They have a very great habit of removing labor-saving attachments and using only the simple machine itself after it gets in their possession.

Educate Buyers in Care of Vehicles.

The volume of unfounded claims for free repairs on vehicles, a constant source of trouble and loss to manufacturers and dealers, could be materially diminished through efforts to educate buyers in the care of vehicles. A great many purchasers of medium grade vehicles actually lack the knowledge of how to take proper care of them. A large percentage of buyers, while they may possess the required knowledge, fail to apply it, not through any desire to shorten the life of the vehicle, but merely because they are not reminded of the importance of giving it proper care. In these two classes we find a large majority of medium grade buggy users, the careless an dthe knowledge-lacking.



EVERY PART OF THE BUGGY PROPERLY NAMED.

Courtesy of The Fairchild Company.

It requires no stretch of the imagination to picture the vehicle buyer cheerfully and willingly accepting instructions on how to preserve and prolong the life of the carriage he has just purchased, nor to see him carefully following such instructions. And it would be quite as natural for the buyer who knows how but hadn't thought of it to be effectively reminded of his duty by the same instructions. Yet how many of a season's thousands of purchasers are educated or reminded?

There should be co-operation between the dealer and manufacturer along this line, for both are interested in having each job give satisfaction and cause no unfounded claims for repairs. The manufacturer knows better than the dealer what instructions are required. His should be the task to prepare rules for the care of vehicles and place a copy in the hands of each dealer customer. This can be easily accomplished by printing them in his catalogues. The dealer who desires to put an end to unwarranted claims and at the same time insure the maximum of satisfaction to his customers will not balk at the small expense required to reprint these rules and place a copy in the hands of each buyer. A few—a very few, comparatively—manufacturers are incorporating rules for the care of vehicles in their catalogues, and some dealers have taken up the matter with a view to educating their customers. Let this become the universal custom, and unfounded claims for free repairs will be reduced to the minimum. —Farm Implement News.

Train Loads.

The Emerson Manufacturing Company, Rockford, Ill., recently shipped a trainload of implements to their Minneapolis house. The train consisted of twenty fifty-foot cars. It was covered with banners and placards indicating the contents. The shipment consisted largely of Emerson plows, and the run was made by daylight schedule, with stops at principal stations.

OFFICE, —498— MAIN ST.

GREAT NORTHERN RAILWAY

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ROUTE OF THE

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TICKETS TO ALL PARTS OF THE WORLD.

Baggage bonded through to Canadian points, no customs inspection.

Thoroughly Modern Equipment.

Train leaves C.N.Ry. Depot 5.20 p.m. daily.

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Connecting in Union Depot, St. Paul, with trains to and from Chicago and all Eastern and Southern points.

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THE TWIN CITY EXPRESS C.N.—G.N. Line The Busy Man's Train		ST. PAUL EXPRESS C.N.—N.P. Line
Lv. Winnipeg - - - 17.20 k	Daily	Lv. Winnipeg - - - 13.40 k
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Lv. St. Paul - - - - 17.15 k		Lv. St. Paul - - - - 20.00 k
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Ar. Winnipeg - - - 7.30 k		Ar. Winnipeg - - - 13.35 k

For Tickets, Sleeping Car Berth Reservations and Fuller Information apply to any agent Canadian Northern Railway.

WINNIPEG CITY TICKET OFFICES
Cor. Main St. and Portage Ave., Phone 1066. Water St. Depot, Phone 2826.

INTERNATIONAL HARVESTER COMPANY GASOLINE ENGINES

Farmers and Dairymen, Threshermen and Mill-Owners

ARE NOW CONSIDERING THE PURCHASE OF GASOLINE ENGINES.

I. H. C. Gasoline Engines are the Engines for the Dealer to Handle, Because They are Unquestionably the Most Desirable Gasoline Engines on the Market to-day

Horizontal Stationary

6, 8, 10, 12 and 15 H. P.

Portable

6, 8, 10, 12 and 15 H. P.

Vertical

2, 3 and 5 H. P.

International Harvester Company of America

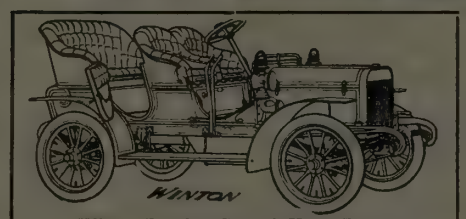
Canadian Branch Houses at CALGARY, LONDON, ST. JOHN MONTREAL, OTTAWA, REGINA, and WINNIPEG

General Office---CHICAGO.

Olds Runabout, Seven Horse Power

The OLDS and WINTON

Catalogue Furnished and Prices Quoted on application



Winton Touring Car 18 Horse Power

The Two Best Cars in America for the Money

JOSEPH MAW & Co., Ltd., WESTERN AGENTS

WINNIPEG, MAN.

THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

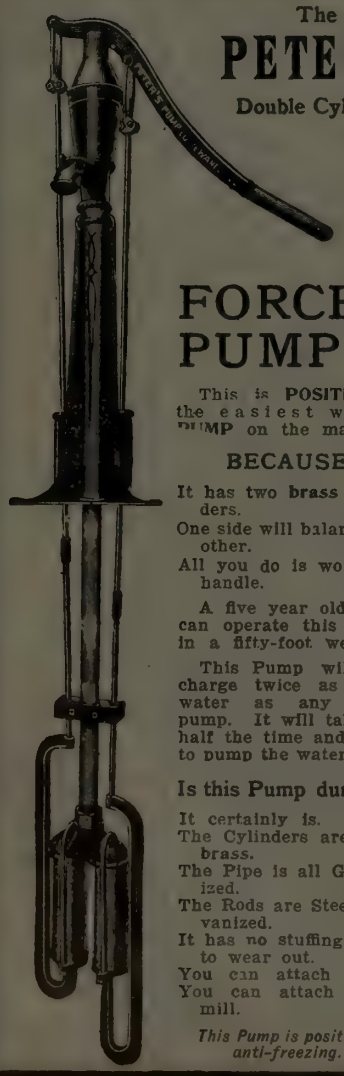
The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer tan any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,

WINNIPEG, - - MANITOBA.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.



The **PETER'S** Double Cylinder

FORCE PUMP

This is **POSITIVELY** the easiest working PUMP on the market.

BECAUSE

It has two **brass** cylinders.
One side will balance the other.
All you do is work the handle.

A five year old child can operate this Pump in a fifty-foot well.

This Pump will discharge twice as much water as any other pump. It will take but half the time and labor to pump the water.

Is this Pump durable?

It certainly is.
The Cylinders are **solid** brass.
The Pipe is all Galvanized.
The Rods are Steel Galvanized.
It has no stuffing boxes to wear out.
You can attach hose.
You can attach windmill.

This Pump is positively anti-freezing.

Hamburg High-Grade Wagon

Made of the best material, finest finish, light running, well-proportioned and durable.

P. & O. CANTON PLOWS
PORTER HAY PRESSES
McKIE BUGGIES and CARRIAGES

A full line of all kinds of agricultural implements wanted on the farm. Send for Catalogues.

W. JOHNSTON & CO., Ltd., 776 Main St., WINNIPEG, MAN.

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Authorized Capital - - -	$4,000,000
Paid-Up Capital - - - -	$2,500,000
Rest - - - - - - -	$1,000,000

BRANCHES IN MAN. & N.W.T.

Altona	Edmonton	Lumsden	Rapid City
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Cardston	High River	Moosejaw	Souris
Carlyle	Holland	Moosomin	Virden
Carman	Indian Hd	Morden	Wapella
Crystal City	Innisfail	Neepawa	Wawanesa
Cypress River		Okotoks	Weyburn
Deloraine	Killarney	Oxbow	Winnipeg
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		Qu'Appelle	Yorkton

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its customers.

Winnipeg Branch - GEO. BOWLES, Mgr.

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Established 1849 Capital and Surplus $1,500,000

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EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

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C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

A HOWLING SUCCESS

Dealers who handled the New Model last year have placed their orders this early in the season for more carts than we sold altogether last year. The reason for this is that farmers have discovered that

The New Model Harrow Cart

is a labor saver. They write us that they would not take $25.00 for it if they could not get another. Don't wait. Write to-day. Our proposition to dealers will interest you. A postal will bring it.

THE HARMER WADGE IMPLEMENT CO., WINNIPEG

NEW WAY

PULVERIZERS

MADE IN 2 SIZES— 16 WHEEL FOR 3 HORSES, 22 WHEEL FOR 4 HORSES — 24 IN. WHEELS BOX IN EACH WHEEL

HEAVIEST, STRONGEST, MOST DURABLE

BOSS WOOD HARROWS—

All Oak Bars—Malleable Clevis, and other Modern Conveniences

ALL STEEL DIAMOND HARROWS

60-80-100-120 Tooth

GRAND DETOUR WAGONS

"NO ONE CAN GIVE YOU A BETTER DEAL."

John Watson Mfg. Co.

LIMITED.

WINNIPEG, MAN.

WHAT USERS SAY ABOUT THE

BLICKENSDERFER

LE ROY PELLETIER, Special Correspondent of the New York Times, says:—"I went into the Klondike in 1897 taking my "Blick." With me there were two other correspondents, they each taking one of the larger machines, neither of which could stand the rough usage. Thus my machine not only did my own work but the work of my brother correspondents as well. In 1898 I was President of the Yukon Mining Exchange, and the little "Blick" did all the work of the establishment, which handled nearly all of the mining property that was transferred in Dawson that year. I refused $300.00 for the machine. It has never been repaired during the four years which I have owned it." ——— Why pay $125.00 for a typewriter when I will sell you our No. 7 office machine for $55.00 or our No. 5 Portable and Office machine for $40.00? If you require a typewriter let me hear from you. I can interest you.

C. C. MACDONALD, P.O. BOX 549, WINNIPEG

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS

Building Materials of every Description in

SHEET METAL

SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

Olds Runabout, Seven Horse Power

The OLDS and WINTON

Catalogue Furnished and Prices Quoted on application

Winton Touring Car 18 Horse Power

The Two Best Cars in America for the Money

JOSEPH MAW & Co., Ltd., WESTERN AGENTS

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The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,

WINNIPEG, - - MANITOBA.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

The **PETER'S** Double Cylinder

FORCE PUMP

This is POSITIVELY the easiest working PUMP on the market.

BECAUSE

It has two brass cylinders.
One side will balance the other.
All you do is work the handle.

A five year old child can operate this Pump in a fifty-foot well.

This Pump will discharge twice as much water as any other pump. It will take but half the time and labor to pump the water.

Is this Pump durable?

It certainly is.
The Cylinders are solid brass.
The Pipe is all Galvanized.
The Rods are Steel Galvanized.
It has no stuffing boxes to wear out.
You can attach hose.
You can attach windmill.

This Pump is positively anti-freezing.

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A Full Line of Farm Machinery and Carriages

W. Johnston & Co.
Limited
776 Main Street, Winnipeg

10 Years with Gasoline Engines

Spent in building, erecting and selling, should enable us to choose a good one. We want an agent in every district to handle our 1½ h.p. air-cooled engines. In our experience we have never seen a better-designed small engine than this. It has all the features found in large engines of the best class.

The Ball Governor—no other kind ever gives as good results.

Vertical Valves—which do not wear the valve seats out of true as horizontal valves do.

Cut-Out for Battery—this saves the life of the battery by automatically cutting out the current when the governor cuts out the charge on account of light load.

Speed Changing—can be done while engine is running.

Fan Cooling—above the cylinder is a small fan, which forces a blast of air on the cylinder head and valve boxes and cools them so successfully that it enables us to guarantee these engines to run properly, under full load, in a closed, warm room, for any length of time. In our experience we have never seen an air-cooled gasoline engine, without a fan, a success.

We are furnishing a line of engines that run properly, stay sold and help you make more sales; and we figure it out there is more profit in these 1½ h.p. air-cooled engines than in any other you could handle. If you want an agency, write us for particulars. We also have all the larger sizes in Water-cooled Engines—Stationary, Portable or Marine.

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CANADIAN FARM IMPLEMENTS

Vol. I, No. 2. WINNIPEG, MAN., FEBRUARY, 1905. SUBSCRIPTION PRICE { Per Copy 5c. Per Year 50c.

Western Retail Implement Dealers Meet

President—Jno. E. Menzies.

Vice-President—F. Chapin.

The seventh annual meeting of the Western Retail Implement Dealers' Association was held in Winnipeg on the 16th of February, with the President, John Menzies, of Minnedosa, in the chair. In the absence of the Secretary-Treasurer, J. W. Helliwell, of Oak Lake, it was moved by L. Watson, seconded by H. C. McQuarrie, that F. D. Blakely be appointed Secretary-Treasurer pro tem. The acting Secretary then read the minutes of the previous meeting as printed in Canadian Implement and Vehicle Trade. On the motion of R. Shore, seconded by H. C. McQuarrie, the minutes were adopted as read.

The President then addressed the meeting and in the course of his remarks said that at a Directors meeting a committee had been appointed composed of four members who were empowered to act with regard to forming a Mutual Fire Insurance Company in connection with the Association. This Committee held a meeting at Portage la Prairie, that point being selected as it was the headquarters of the Mutual Fire Insurance Co., of that place, and the lawyers being located there who drew up the constitution governing the above mentioned Company. Mr. Snyder, of this Company, gave the Committee a great deal of valuable information and assistance.

After due consideration the Committee sent all members of the Association the following letter:—

Oak Lake, Man.,
March 1st, 1904.

Dear Sir,—

The Western Retail Implement Dealers' Association is seriously considering the advisability of forming a Fire Insurance Company on Mutual lines similar to the Mutual companies now in existence, for the purpose of reducing the cost of fire protection to the retail dealer.

The objects of the proposed company are to give adequate protection at actual cost, thus saving to the policy holder the profits usually divided among the Stock Holders in Straight Line Companies and also to bind the Association together in mutual enterprise.

Realizing as the Association does that a large saving can be effected in insurance, this method of obtaining your opinion has been adopted and the object of this letter is to get a few expressions of opinion as to the advisability of forming a company.

The plan will be to rate the risk as it is rated to-day, but instead of collecting the entire premium in cash, the insured will only be asked for fifty per cent. and the balance in the shape of a premium note upon which the directors may make an assessment in no case exceeding the face value of the note.

From actual statistics there is not the slightest doubt that a saving of 50% can be effected as soon as the company obtains a reasonable amount of business.

The Association does not feel inclined to go on with the scheme unless the representative dealers throughout the Province show their interest in the scheme, and to do this you are asked to answer the following question, and upon the answer, the Association will decide whether or not to take action.

An immediate reply will facilitate the organization of the Company.

Can we depend upon securing a portion of your Fire Insurance?

Yours truly,
W. J. Helliwell, Sec.,
Oak Lake.

J. E. Menzies, President,
Minnedosa.

This letter met with a very hearty response, the committee receiving some forty replies of a most encouraging nature. Your committee then decided to have the lawyers at Portage la Prairie draw up the necessary papers upon which to apply for incorporation. The members decided that they individually make the necessary canvas for the $50,000 subscribed insurance which the Act requires before a charter can be granted. A canvass was begun among the members of the Association for the insurance. The several members seen promised insurance of a considerable amount, when through a lack of unity of action on the part of the committee the work was discontinued. At the conclusion of the president's address the following motion was made by R. Shore, Hartney; seconded by A. T. Hilts, Holmfield; "that it is the voice of the Association that the action taken last year with regard to Mutual insurance is hereby endorsed, and that the work of organization be continued to completion." The motion was unanimously carried. The election of officers for 1905 resulted as follows:—Presi-

dent, John Menzies, Minnedosa; Vice-President, F. Chapin, Hartney; Directors, Geo. Smith, Brandon; A. T. Hilts, Holmfield; W. Williams, Gladstone; L. Watson, Morden; and S. Hunter, Miniota.

The general meeting then adjourned.

DIRECTOR'S MEETING.

A Directors' meeting took place at the close of the general meeting, at which F. D. Blakely, of Canadian Farm Implements, was appointed temporary secretary-treasurer and the following committee was appointed to promote the Insurance Policy as adopted by the general meeting:—the President, W. Williams, Gladstone; L. Watson, Morden; and the Secretary-Treasurer. The meeting then adjourned, subject to the call of the President.

The Source of Associations' Strength

There is no question but that the influence of the different Dealers' Associations are all for the good of the entire trade, and the following from *The Farm Implement News*, referring to the last meeting of the Kansas Association is to the point. It says:—

"That the Western Retail Implement and Vehicle Dealers' Association is a successful organization whose influence for the good of the trade is far reaching none will deny. Once a year these facts are shown by the great convention held in Kansas City. The reports of the officers and the discussions in which many dealers participate, disclose what has been accomplished by the organization. Not all is made public, for the reason that it is expedient to discuss certain features of the association work in executive session, but enough is reported in the trade press to demonstrate that the organization has made itself practically indispensable to the retail implement and vehicle trade of the southwest.

It is no disparagement to other associations to say that the Western is the most successful, for that assertion does not imply that it is the only successful organization in the implement trade. There is not an implement and vehicle association in existence that has failed to accomplish some good for the trade in general and its members in particular. All have been the means of exterminating certain trade evils. If the conventions attended by the writer each year may be accepted as a criterion, no implement and vehicle dealer who attends any of the annual meetings in his line can truthfully say that he receives no benefit therefrom, that he hears and sees nothing helpful to him in conducting his business.

But in tangible benefits the Western seems to lead. Why? Why is it the most successful? Why do manufacturers regard its conventions as the most important and pay more attention to its demands involving violation of trade ethics? Why does it accomplish more in every way than other associations? The men at the head of the Western are able and earnest workers, but other associations have leaders of equal ability and no less earnestness. Given equal support they would make their organizations the peer, perhaps the superior, of the Western. And here we discover the answer to the foregoing questions. The Western association is the most powerful organization in the implement and vehicle trade because it has the largest membership. The latest report of the secretary shows a membership of nearly 1,500, while the report of last week's convention shows a maximum attendance of 650. There are 206 counties in Kansas and 198 of them are represented in the Western association. Every county in western and northern Missouri and twenty-four out of the twenty-six counties in Oklahoma are represented. The membership covers 859 towns. It is a force to be reckoned with. But stronger associations may be built up in single states. Whether there will be or not is for the dealers therein to decide."

The Cool, Level Head.

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good scholar, very clever—even brilliant—but are you sound? That is the question everybody who has any dealings with you will ask. Are you substantial, solid? Have you a level head?

Everywhere we see men who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions, comments "Success." But people are afraid of these one-sided, poorly-balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position can keep a clear brain and level head no matter what comes, that he can not be shaken from his centre no matter how much influence is brought to bear upon him. They want to be sure that he is self-centered, that he is sound to the very core. Most people overestimate the value of education, of brilliance, sharpness, shrewdness, which they think can be substituted for a level-head and sound judgment.

The great prizes of life do not fall to the most brilliant, to the cleverest, to the shrewdest, to the most long-headed, or to the best educated, but to the most level-headed men, to the men of the soundest judgment. When a man is wanted for a responsible position, his shrewdness is not considered so important as his sound judgment. Reliability is what is wanted. Can a man stand without being trapped; and, if he is thrown, can he land upon his feet? Can he be depended upon, relied upon under all circumstances to do the right thing, the sensible thing? Has the man a level head? Has he good horse sense? Is he liable to fly off in a tangent or to "go off half-cocked?" Is he "faddy?" Has he "wheels in his head?" Does he lose his temper easily, or can he control himself? If he can keep a level head under all circumstances, if he can not be thrown off his balance, and is honest, he is the man wanted.

Mr. Ed. Burke, implement dealer at Gainsboro', Man., was in the city during "Bonspiel."

Type G Engine 8 to 100 H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." *They excel all others*, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine 2 to 8 H. P. jump spark ignition system, same as in the famous Oldsmobile the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.

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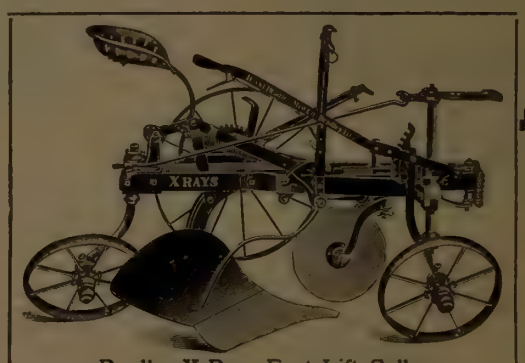
Joseph Maw & Co., Ltd. Winnipeg Agents, Winnipeg, Manitoba.



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A boy of ten years can handle it. Write today.

It Pays

TO SELL THE

BRADLEY X RAYS Foot-Lift Sulky

For it is a Plow that has been tried by the most exacting farmers and has given the best of SATISFACTION.

It is a Frame Hitch Plow, High Lift, High Wheels, Wide Coulter Bearings, Patent Stop on Frame for beam to rest on, making the wheels carry all of the load, leaving no weight or friction on the bottoms. Perfect Foot-Lift—hands always free to handle team. Furnished with 1000-mile Magazine Hubs and our celebrated "Garden City Clipper" Bottom.

We make a full line of Farm Implements. The Bradley proposition is a paying one. Better call on us or write to our Canadian Representative in Winnipeg.

DAVID BRADLEY MFG. CO., Winnipeg, Man.
McRae Building, cor. King and James Sts.

M. J. MILLER
Canadian Representative.

Head Office and Factory
BRADLEY, ILL., U.S.A.

Land Purchase in the Northwest

Fuller details are to hand of the purchase of land in the Northwest by a United States syndicate from the Canadian Pacific Railway company. Word was received at the head office of the Canadian Pacific Railway company in Montreal, on Dec 31, that negotiations had been closed by which an American syndicate purchases from the company 54,000 acres just east of the city of Calgary. The land comprises that half of the block of 100,000 acres above the irrigation canal, set aside by the company for sale this year as being too high for irrigation purposes. Up to Dec. 31 about 50,000 acres of this block had been disposed of to individuals, amounting to $250,000. In the meantime negotiations had been opened with the American syndicate of Beiseker, Hoople, and Sayer. Mr. Beiseker is the president of seven different banks in Minnesota and Dakota, and one of the best known capitalists in the western states.

The transaction with this syndicate involved $250,000. The purchase of this syndicate is of special significance in view of the fact that Beiseker, Hoople and Sayer was the first of the American syndicates to come into Western Canada with the intention of purchasing large blocks of land and colonizing them. This firm two years ago secured some 300,000 acres from the company along the Soo line, between Milestone and Weyburn,, and today that is one of the most thickly settled portions of Eastern Assiniboia. They made a specialty of colonizing these blocks with the best farmers of the western states.

The syndicate has an elaborate system of agencies throughout these states, contributing to the movement into Canada, and they utilize these forces in settling these blocks. They propose to do the same thing near the block of land just secured near Calgary. This is the first big step in the colonizing of the lands in the irrigation block. They will put farmers on these lands who will produce largely winter wheat and other grains. The plan of the big syndicate involves the location of hundreds of families adjacent to the city of Calgary.

Increased Capital.

The Frost & Wood Co., of Smith's Falls, Ont., has increased its capital stock to $2,500,000.

Gas Engine Theory and Practice.

Readers of the American Machinist have long been interested and have profited by the articles over the name of W. Osborne. Occassionally he starts with a statement of apparent truth and leading toward a certain conclusion. Next follows a story which shows how completely wrong was your acquiescent acceptance of the intentionally doubtful statement with which he started out. The regular reader of W. Osborne finally comes to the state of accepting no initial statements, but waiting until the end to see where the argument leads. And as a rule, the conclusions arrived at are sound and sensible.

In a recent talk on gas engines he makes the following remarks:

The theory of the gas engine seems very simple. It is only necessary to draw in a mixture of gas and air, compress it somewhat, explode it, let it expend (doing work while it is expanding), exhaust it and repeat the series. Certainly, certainly. That is very simple; anyone can understand that.

For all of its simplicity it seemed wonderful when finally, after hard and continuous pulling on the flywheels, that first engine did consent to make a few revolutions. There were several wonderful things about it. It seemed wonderful that it would run at all. It seemed wonderful the way it would refuse to run at all. It seemed wonderful that having started to run nicely it would not run forever if it was not stopped. In looking back it seems wonderful to think of the number of now simple things that we did not know about that engine.

As I held a position where I was to an extent responsible for the making and running of these first oil country gas engines, I can give you at first hand some of the experiences of a corporal of industries.

Most mechanics who don't give up and get drunk when things go wrong, try to think of something to do when they get into trouble that will get them out, and I tried to think out that gas engine.

In the first place, there must be some relation between the volumes of gas and of air. They must be gotten into the cylinder. They must be kept in. They must be compressed. They must be ignited. They must be gotten out. This engine ignited with a hot tube, and it must be heated, and kept hot. After some particularly mysterious and vexatious development with the engine, the theory would be gone over and over, but I always seemed to get back to the same place, and then I would try to think which of these conditions it was that I was not filling.

One of the most common offences of this new prime mover was its habit of stopping. Sometimes it stopped from one cause and sometimes from another, and very, very often it seemed to stop from just no cause at all. And in starting it seemed to be as unreasonable, for sometimes it would start at the first trial, and sometimes hours of effort did not get it going, nor discover why it would not go. To add to the perplexity it would frequently happen that after every one had been worn out trying to get it started and would go away and leave it for awhile it would start very readily. No amount of reasoning would convince some of the first users of the gas engines in this section that they were not like human beings, with their likes and dislikes, with their liking for being coaxed, and their dislike for being driven, and indeed the reasoning by which the possession of these qualities was proven was often very logical, in view of the way they behaved.

While it was not very easy to decide why an engine would start up and run one day and positively refuse to do it another, it was not much easier, in those days, to decide why it started for different people who had widely different ways of coaxing it. There were two valves on the engine and one man would tell you that when his engine "balked" he could always start it by taking down the largest of these valves, wiping it off and replacing it. Another man would tell you that the small valve was the one to take down, while still another one would let you into the secret that the oil on the piston head got sort of stale and by pulling the piston head out and cleaning the old oil off and putting on some new the engine would just be glad to run.

Whatever one might think of the reasoning, still the fact remained that some of these men were able to keep the engines going without much trouble, while others were wearing themselves and us in the shop all out.

One day an elderly man, who was quite badly crippled up, came to the shop. He was running one of the engines and had been quite successful where a much younger and stronger man had failed and abandoned the job. In answer to a query as to whether he ever had any trouble, he replied that he occasionally had, but not very often.

"When you do have trouble what do you do?"

"I go and sit down on a nail keg, and stay there for twenty minutes."

That was a remedy that would appeal to lots of men. It was easier than pulling out a head or taking down a valve. I wanted to know all about it. Perhaps it would pay us to furnish a nail keg as part of the outfit of the engine.

"I don't suppose it would be safe to sit on a box, would it?" I ven-

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WINNIPEG, MANITOBA

tured. "If you should move around on the lease, do you suppose the engine would mind it much?"

"I happened to have the nail keg to sit on, and if I go out on the lease I am apt to get busy about something and stay much longer than the twenty minutes, and after all of my experimenting that is about the least time that it takes her to get over one of her fits. I have to handle her just right to have her do it in that time."

Here was a man worth learning from, and I kept him going and found that he pulled the wheels around to a certain position.

"There is one thing certain. When she gets mad about something and stops before I stop her, I will have to do a job of petting and coaxing before I can do anything with her. Just like a woman for all the world. She never refuses to start in the morning when I first start up."

These three things, being hard to start after having stopped, being moved to a certain position, letting stand for twenty minutes, let some light into my head, and after the man had gone I went down to an engine that was running on the testing block and turned off the gas gradually until it shut down. Calling some help, we tried to start it without success. Moving it to the described position (which was with the exhaust valve wide open) it was left for some time. At the next trial it started without trouble.

It was then shut down in the same way as it had been before, and with the gas shut tightly off it was moved back and forth several times, and then it was tried again and started without trouble. The experiment was tried several times, always with success, and the mystery was solved.

How simple it is now that we know all about it, and what a lot of backaches and profanity was scattered around before we found out, and all because we did not know that the cylinder was full of gas while we needed gas and air to get an explosion.

It will be readily seen that when an engine is stopped by turning the gas off it makes several revolutions before coming to a stop and during this time it is drawing in air alone. When the gas is turned on to start, it is diluted with the air already in the cylinder, as well as by the air being drawn in with it. When there is gas in the cylinder instead of air, it is not much wonder that things don't go.

A man may have a cylinder full of air to start with, but by not getting the gas adjusted right he may pull in several charges and not get started, and by this means get a mixture too rich to ignite, and the remedy is the same.

A Great Dam.

The new Cernell dam, near Croton-on-Hudson, in West Chester county, the largest piece of masonry in the world except the pyramids of Egypt, is practically complete after ten years of labor and expenditure of nine million dollars, says the World. The flood gates were shut down for the first time on the last day of January, and it began filling with water. It is estimated by the engineers that it will require about two years for the dam to fill. When the water reaches the base of its coping, it will make a lake 16 miles long.

For the first year New York's principal supply of water will come from the overflow of the old Croton dam. The old dam will then be flooded and the water will rise thirty feet above it. The new dam will hold 30,000,000,000 gallons of water.

The closing of the immense gates and the flooding of the sites of a half dozen abandoned towns in northern West Chester attracted many people desiring to witness the beginning of the inundation which is to change the country and cover their former homesteads and old landmarks. The dam will supply both the city of New York and Sing Sing prison with water.

Grandma's Berry Pie.

I like to go to grandma's when vacation days come round,
She lets me play out in the hay and roll upon the ground;
She's good to little boys like me, and gives 'em lots to eat,
And says she doesn't mind if a fellow's tooth is sweet.
Her things are always "home-made," and they're better than you buy,
You ought to taste, for instance, some of grandma's berry pie.

She keeps it in the pantry, 'way up on the second shelf,
And when you're good she tells you, you can go and help yourself;
I climb up on the barrel and cut a great big slice,
And when the red juice oozes out, my! doesn't it look nice?
I try to mind my p's and q's, as grandma says I should,
If your reward is berry pie, it pays you to be good.

Some days I go a-fishin' in McMurray's pool for pike,
And grandma fills my dinner-pail with things she knows I like;
I bait my hook and throw it in and watch, till by and by
I seem to grow real hungry for a piece of berry pie,
And as I sit upon the bank and wait and wait and wait,
I wonder if the fish would bite with grandma's pie for bait.

The New J. I. Case Triumph Gang Plow

This plow has all the latest improvements, including Foot Lift, and is one of the many good implements sold by

The BALFOUR IMPLEMENT CO., LIMITED

Offices —
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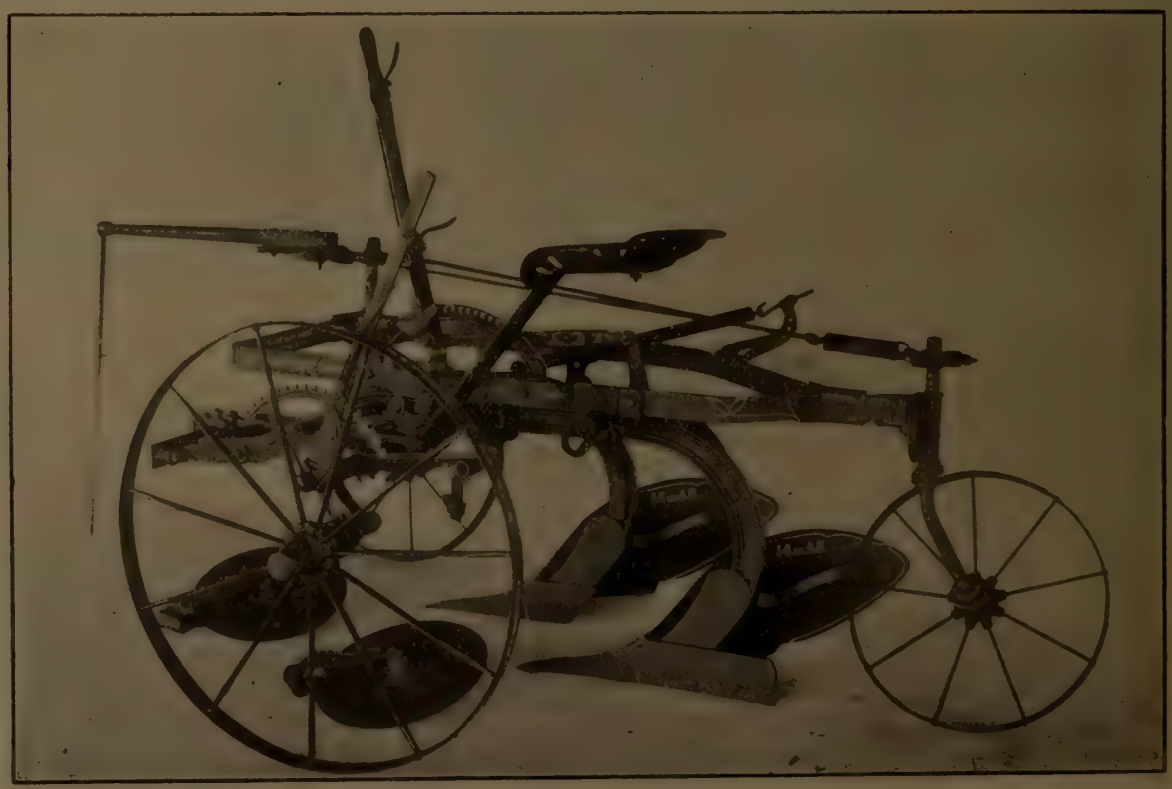

Selling Cream Separators.

There are many little turns in the way cream separators are sold and very much depends upon the local agent in making sales, in fact he is the man to make the sales in his community, though frequently he may need some help from the travelling man to load on what he has skidded up.

Many local men want a great deal of help in this way and many never look to make a sale unless they have the travelling man with them. This is a serious mistake as many good sales are lost pending the arrival of the travelling man, who cannot be everywhere at once. In the meantime, the prospective purchaser may have changed his mind or some other agent may have got in ahead, etc., and so a good sale, or possibly a number of good sales are lost, for, as a rule, one satisfactory sale of a separator in a district is a opening for other sales. A pleased customer is one of the best advertisements for any kind of goods. Many more cream separator sales would be made if the local agent would get the names of his prospective purchasers, then get his machines in stock, and when the proper time comes get the machines placed with the customer, then notify the travelling man that so many machines have been placed and that it is likely some help will be needed. Give him a few days notice, so that he can arrange his programme to get round and give any help that may be necesary, in closing sales. When a separator works right it does not require very much persuasion on the part of the agent to convince the farmer that he needs the machine. The farmer who milks cows certainly does need a separator. There is no question about that and a few days trial of a machine will soon persuade him to that way of thinking.

CONTESTS.

Keep out of contests. Many of them are fakes and prove to be so before the whole matter is threshed out. Up to the present time no contest has been of any value, either to the manufacturer or to the farmers who use the machine. Contests only succeed in bewildering. The other fellow may make a bluff at you for a contest and the best way to meet his offer is to wager so much money on your machine that you scare him out. This would only cause a slight feeling of animosity on the part of the bluffer but it would not create an ill feeling in a whole community as contests generally do. As we have said, contests prove nothing. Any cream separator is better than none, and all do about equally good work. Sell the machine that will run easily and be a durable one.

CAPACITY OF MACHINES.

It is not advisable to offer for sale machines of small capacity. The larger the capacity of the separator the quicker the work can be done. The capacity of a machine is determined by the amount of milk it will skim in an hour. Very few farmers want to spend an hour twice every day in skimming milk nor have they the time to do it, hence it is important that they have a machine of large enough capacity to do the work quickly at each skimming. Let us go into a little reckoning here to see which is the cheapest machine for a farmer to buy.

Suppose that a farmer has ten cows giving two hundred lbs. of milk and he has a separator of two hundred lbs. capacity. A machine of this capacity would take one hour to skim two hundred lbs. of milk. Its price is say fifty dollars. Now the farmer's time is worth something on the farm, say thirty cents an hour. With a machine of two hundred lbs. capacity he would expend thirty cents worth of labor twice a day, which would be sixty cents for three hundred days, (the milking period on the majority of farms), or $180.00 for labor each year. Now adding the cost of the machine to the labor we have a total cost of $230.00. Now let us take a machine that will do the work in from ten to fifteen minutes which would cost about $100.00. By using a machine of this kind the cost of labor is reduced to about one-tenth of what it would be with a small machine. This should convince any farmer that the larger separator is the more paying investment. The small machine, as a rule, does not give the same satisfaction as the larger one, consequently the farmer will not be as well satisfied as he would be, had he an efficient separator of large capacity. Machines of larger capacity do better work and are more durable in every way and cause less trouble in adjusting and keeping in order.

SETTLEMENTS.

Get all settlements made at the earliest possible date, whether it be cash or promissory notes. A cream separator always gives better satisfaction when the farmer himself possesses the full ownership. We do not know of a case where the farmer has not "got the best" when it all belongs to him, and there is no lien on it. Never run down the opposition agent's machine; talk up the good points of the machine you are selling and you will have enough to say without disparaging another machine. All separators have some good points, some more than others, but the machine you are selling is the best on the market every time, or you would not be handling it. A farmer wants a machine "some day." It is up to you to convince him that the day has arrived when you and your separator reach his place.

IMPLEMENTS ARE NO GOOD WITHOUT

Good Harness

And for this write to

The Great West Saddlery Co.

Winnipeg, Man., or Calgary, Alta., for their latest Illustrated Catalogue.

Mr. Dealer

WE are now making contracts for the season's output of

MELOTTE CREAM SEPARATORS

If our machine is not represented in your district write us AT ONCE.

Remember, we stock Galvanized Iron Double-Cylinder Pumps, Wood Pumps, Wheelbarrows, Rubber Belting, Hose. Let us know your requirements.

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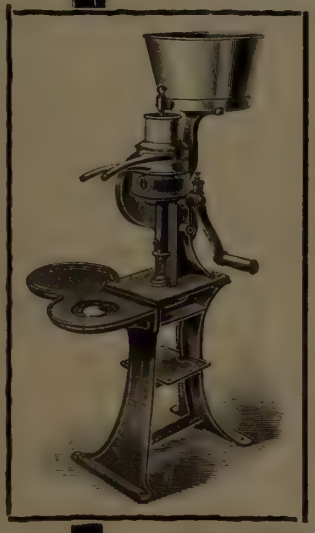
124 PRINCESS ST., WINNIPEG.

De Laval Separators



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Cold milk puts the other kind "up against it" but the perfection of the "Alpha Disc" and "Split Wing"—the world-famous DE LAVAL skimming device,—enables DE LAVAL SEPARATORS to handle milk at low temperatures without loss in the skim milk and clogging of cream in the bowl. Over 600,000 in use—more than ten times all other makes combined.

WRITE FOR CATALOGUE.

The DE LAVAL SEPARATOR CO.

248 McDermot Ave. Winnipeg, Man.

Montreal New York Philadelphia Toronto Chicago San Francisco

Brandon.

Owing to the light snowfall this winter the trade in sleighs and cutters has been short. Almost every dealer in the city has a large stock on hand.

The McCallum Pulverizer is much in evidence this winter. The trade for this implement has been fairly brisk.

The Massey-Harris Co. are adding a cream separator to their other various lines. No doubt they have made a careful selection and will undoubtedly capture a share of the ever-growing trade in cream separators.

The Brandon City Council are advertising for tenders for a large quantity of vitrified sewer pipe and Portland cement. It is the intention of the Council to lay several miles of sewers, waterworks, and granolithic sidewalks during the coming summer.

The annual stock show will be held here on the 2nd, 3rd and 4th of March. The large implement warehouse of Messrs. McLeod & Hanley will be used as a lecture room and judging ring. Among the agriculturists of note who will address these meetings are the following names:—Prof. Grisdale, Ottawa; W. J. Black, Deputy Minister of Agriculture for Manitoba; C. D. McGillivray, Binscarth; Dr. A. G. Hopkins, Farmers' Advocate; A. P. Ketchen, Nor'-West Farmer, and G. H. Greig.

Mr. W. J. McClement, late Supt. of the Brandon Machine Works Co., who severed his connection with that concern the first of December, 1904, has entered into partnership with Mr. Jas. Shirriff in the operation of a machine repair shop. They have purchased the property of P. McKenzie & Co., on Sixth Street, and have installed an up-to-date equipment for the repairing of machines of all kinds. The concern will be known as the Reliance Machine Co. As the company will only require the rear part of the building, they have rented the front shop to Mr. Jas. Anderson, who will do general blacksmithing. He will continue the business built up by Messrs. McKenzie & Co.

The Brandon Machine Works Co., Ltd., held their annual stockholders' meeting on the 8th of February. They elected the same Directors that held office during 1904, as follows: Dr. McDiarmid, D. A. Hopper, D. H. Scott, D. Watson, R. M. Matheson, E. Evans and E. Johnson. The report brought down was a most favorable one showing a most prosperous year for the Company. A dividend of 11% was declared of which 6% was declared a cash dividend, the other 5% going to Rest account. The company are now prepared to manufacture gasoline engines, of various sizes and for different purposes. If they are successful in placing a modern and up-to-date engine in the market, and we have no doubt but that they will be, they have a wide and lucrative field before them. We will watch closely the result of this enterprise.

The growth that Brandon has made during the past year is marvellous and as it is largely an agricultural city its success is indicative of the prosperity of the farmers in the surrounding country. Last season they harvested on an average 17 bushels to the acre, for which they received 90c. per bushel and better. In view of these prevailing conditions, the implement dealers of Brandon are preparing for a large trade during the coming season. There is every indication that the competition in this spring's drill trade will be the keenest for many years. This is evidenced by the fact that Messrs. Smith & Inglis have imported three cars of Kentucky drills, that Messrs. McLeod & Hanley have a large stock of Dowagiac, and because the Sylvester, Cockshutt and Massey-Harris Co.'s are all pushing this class of implement.

First Annual Dinner.

The Winnipeg Branch of the Ontario Wind Engine and Pump Co., held their first annual dinner at the Empire Hotel on the 16th inst., when the manager, travellers, office staff, and several friends sat down around the festive board. After partaking of a splendid menu provided by the hotel management, the participants spent the evening in speech and song. The work of the past year was carefully reviewed and suggestions made with regard to this year's trade. Those present were exceedingly well satisfied with the favorable report given and advocated that the present liberal policy of the company be maintained during the coming season. Among those present were J. M. Reid, manager; H. P. Hansen, C. W. Northcott, R. Nicklin, J. P. Murphy, O. Chapman, J. R. Duffis, R. H. Reid, R. G. McKay, J. M. Coates and others.

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Will get you the Wagon Trade and make you money. Every one sold makes other sales for you. Every one sold makes a satisfied customer

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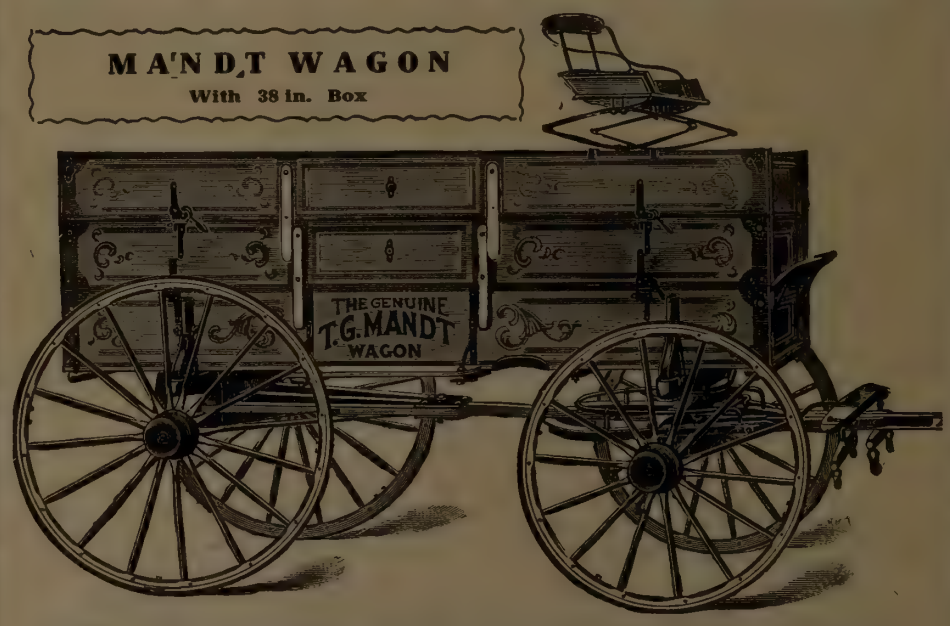
With 38 in. Box



The Best Ironed.

The Most Complete Wagon made

The best material is used in their construction and the tires don't fall off after a few months' use, as often happens with imitations

GET THE AGENCY NOW for the Wagon that satisfies and sells at sight. Our line includes many good things---the Mandt is one of them.

WINNIPEG Canadian Moline Plow Co. MANITOBA

Calgary.

Mr. Latimer, traveller for Cockshutt Plow Co., went to Winnipeg to attend the "Bonspiel."

H. W. White, Alberta, representative of Canadian Moline Plow Co., went to Winnipeg for the "Bonspiel."

Massey-Harris Co. have given up the agency of Grey & Son's buggies and intend devoting their full time to their own line.

W. G. Hunt, Manager of Massey-Harris Co., Ltd., went to Innisfail the other day to arrange for the enlargement and general improvement of the Company's warehouse at that point.

John Minhinnick, general agent for Frost & Wood Co., Ltd., went East for the Winnipeg "Bonspiel."

R. S. Morrison, who has been acting agent for Massey-Harris Co. at Medicine Hat, has returned to Calgary.

Mr. McCammond, collector for Alberta for the Case Thresher Co., has just returned from a trip up North. He reports collections very hard and money scarce.

Mr. Heiss has left the J. I. Case Company to join the Edmonton Electric Co.

G. W. Case, representing the American Seeding Machines Co., paid this town a short call recently. He reports a steady increase in the demand for press drills.

J. E. Green, formerly local agent of Massey-Harris Co., at Strathcona, has joined the staff of J. I. Case & Co., as travelling salesman. Mr. Green is one of the best thresher machine experts in the West.

Macdougall & Secord, of Edmonton, report collections worse this season than any year since 1895.

The extremely cold weather of the last two weeks of January and first two weeks of February has been very hard on the range stock. It is estimated that the shrinkage will be greater this year than for many previous years. This is very discouraging as a large proportion of the stock is carried over and will be unsaleable until away on into the summer. While the loss to the merchant is heavy, that of the stock raiser is greater.

Mr. Russell, of Racine, Wis., Sales Manager for the Northwestern States, Manitoba and the Territories, for the J. I. Case Thresher Co., was in Calgary recently. He called a general meeting of the Case Co. travellers to discuss prevailing conditions and future prospects.

James Herring, one of the leading travellers for Massey-Harris Co., has just returned from a trip to the factories at Toronto, Brantford and Woodstock.

J. J. McGuire, representing Wm. Grey & Sons, buggy makers of Chatham, Ont., was in town for a few days recently. He has arranged with W. H. Lee, carriage maker, to handle their line of goods.

T. J. Morris, Manager of the International Harvester Co., made a flying visit to Chicago, returning the early part of February.

George Hinchley, Manager for the Waterloo Engine Works, for Northwestern Canada, was in town the other day and went North. He reports collections poor.

Owing to the conditions of collections several farm implement concerns have received instructions to sell less, and collect more during the coming season.

The importance of Calgary as a centre has been again demonstrated by the Case Thresher Co. establishing a branch office here. Mr. J. S. Witmer will have charge.

Boring for Oil.

Recently there was unloaded at Pincher Creek, Alberta, a standard oil boring rig of the heaviest type made. It is capable of boring a 12-inch hole to a depth of 3,500 feet. This is the first rig of the type to be installed in western Canada. It will be transferred by wagon to the South Kootenay Pass and will be used in the oil fields there.

The Woman Saw It.

Mr. and Mrs Ferguson were passengers in an elevated train.

It whizzed past a house that was brilliantly lighted.

"I wonder what was going on there," ejaculated Mr. Ferguson.

"It was a wedding," replied his wife. "Didn't you see them standing before the preacher? He was in a white gown. The groom was in full evening suit. The bride wore a robe of chiffon cloth with bertha and yoke of duchesse lace on the bodice and lace flounce on the skirt. She had a full length tulle veil and carried a bouquet of lilies of the valley. Where were your eyes?"

Mr. Ferguson, realizing his utter worthlessness, resumed the reading of his paper and said nothing.

Are You Making Money?

MOLINE PLOWS

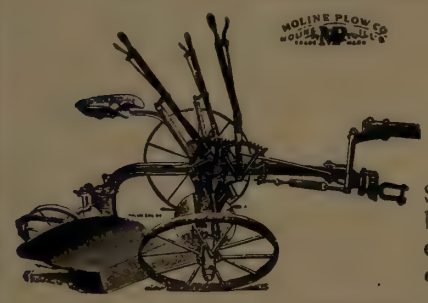
And all Implements bearing

"The Flying Dutchman"

Trade Mark

will make you money.

Our contract carries with it many good things, among which are

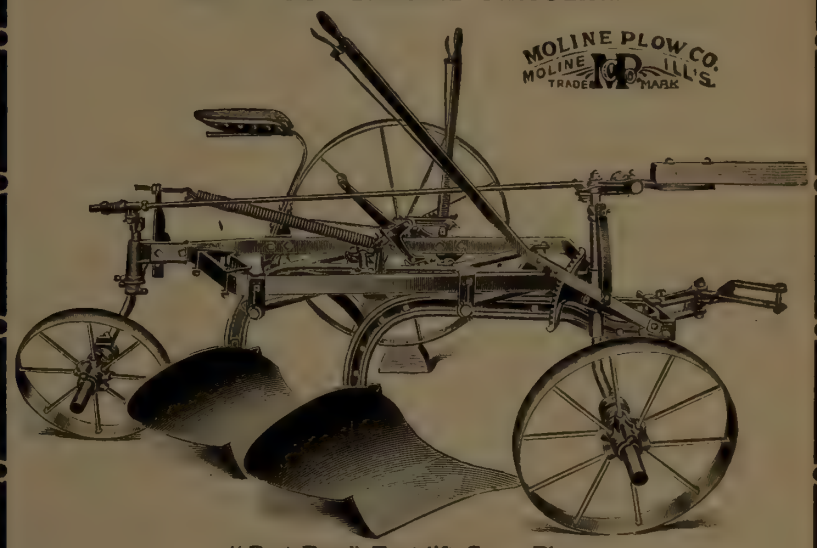


The Good-Enough Sulky Plow

Sold with breaker or stubble bottom. The best plow on earth for the money. Buy the original "Good-Enough."

The Best-Ever Foot-lift Gang has won a place in the Dutchman family. It has many superior features; does grand work.

WRITE FOR SPECIAL CIRCULAR.



"Best-Ever" Foot-lift Gang Plow.

Our terms are reasonable. Prices right.
Your Correspondence Solicited.

Canadian Moline Plow Co.

Winnipeg, Manitoba

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President

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Room 818 Hartford Building.
A. S. CORE - - - Representative.

WINNIPEG, MAN., FEBRUARY, 1905

OVER TRADING.

Having paid a visit to most of the agricultural implement and vehicle dealers recently we have invariably asked, "How have collections been?" The reply generally comes, "Not up to the average," and there appears to be a general complaint that the farmers of Manitoba and the North West Territories have not met their obligations as promptly nor to the same extent as they have in previous years. Again the question arises, "How is it that farmers are behind when they have had such splendid crops and good prices during the last few years?" To that we get the same old reply, the same old story, nothing new, but that the farmers are speculating in the purchase of land, much to the detriment of the turning of the wheels of commerce.

The farmers of Canada have, for many years, largely been carried upon the financial backs of the manufacturers of agricultural implements and vehicles, so much so that the investments they have in the Northwest have been accumulating much faster than they should. The gravity of the situation, from the information we have, and to our way of thinking, is becoming stringent and perhaps getting to the danger point, particularly so in the event of a bad crop being experienced this coming season.

This not only applies, as far as we can learn, to the indebtedness of the farmer to the implement and vehicle man, but to almost all classes of trade. Having come in contact with travellers and managers of large wholesale houses we find the same cry that "collections have been poor." Retailers, too, are complaining and it all leads back to the fact that farmers are buying too much land, much beyond their capabilities to comfortably finance. If manufacturers, wholesalers and retailers traded in the same ratio beyond their capital, securing credit wherever they could get it, disaster would follow very rapidly in their wake.

We are not writing in a pessimistic tone, because we are just as optimistic as the farmer and everybody else, in the great development and resources of our great country, but it behooves all of us to be careful and keep within reasonable bounds of our income. We would regret if we should say anything in this article that might discourage the farmer in acquiring land. They are the legitimate ones into whose hands the farming lands should fall and not into the hands of the large corporations and speculators, for unless the lands are purchased by those who are willing and intend to work them and obtain therefrom the products of the soil, we cannot expect to get revenue from them. We know of the great and natural desire on the part of the average farmer to provide farms and lands for his children, and also that he must acquire such land before it becomes too greatly enhanced in value and absolutely beyond his power to purchase, but at the same time, he should not make these purchases to the detriment of his creditors who have been so willing to give him credit for the necessary articles for the working of his farm, and the maintenance of his family.

We are inclined to think, from what we can learn among our circle of business associates, whose interests are largely with the farmers, that it would be to the farmer's own benefit to pay greater attention to the liquidating of his indebtedness, which, in many cases, is long past due, and that he should not purchase more land than he can reasonably finance for.

We believe that we are quite correct in saying that everybody who does business with the farmers are willing to help them in every possible way, in extending to them every reasonable credit that their own financial resources will admit of, and the great question arises in our mind whether this credit has not been given to the farmers much to the prejudice of their own financial interests, whereby they are financing a greater and much heavier load than they should be expected to do with the capital they have invested in their business, thus enabling them to speculate and make land purchases while they are financially unable to meet their obligations to the store-keeper, the implement and vehicle dealers, the loan companies and the banks.

Far be it from us to raise the cry of "wolf," but we think the time has now arrived when it is wise to be cautious and not overtrade. The farmer, and the same principle is applicable to others, by over-trading and too much speculating may lose in a moment, not only the new land, bought with his hard earned money, but the old homestead for which he and his family have labored and striven for so long, looking forward to it as the place where they could live in comfort during their declining years.

Personal.

A. T. Hilts, Holmfield, was a visitor to the city during the "spiel."

J. A. Stirling, Massey-Harris agent at Souris, visited the city for a couple of days recently.

James D. Neelin, of Portage la Prairie, another implement man, gave us a call during "Bonspiel."

Mr. John Smith, of Gray & Smith, implement dealers at Qu-Appelle, Assa., was in the city for a few days during "Bonspiel."

T. H. Downey, General Agent on the Morris-Brandon branch for the Massey-Harris Co., spent a day or two in the city a short time ago.

Mr. S. Hunter, of Hunter & Co., Miniota, was in the city during "Bonspiel." While here he paid us a short visit. Mrs. Hunter accompanied him.

John F. Walker, Drayton, O., passed through the city a few days ago on his way to Portage la Prairie in the interests of the J. I. Case Co.

Mr. J. S. Kimball, bookkeeper in the Winnipeg office of the International Harvester Co., went to Minneapolis recently for the purpose of undergoing an operation for appendicitis.

Mr. C. A. Davis, one of the old time implement men, for a number of years connected with the McCormick company and International Harvester Co. in the Canadian trade, is now representing the Canadian Cordage and Mfg. Co., of Peterboro, Ont., with headquarters at Chicago.

John M. Irwin, Superintendent of Agencies for the Stover Mfg. Co., of Freeport, Ill., was a visitor to the city during Bonspiel. Mr. Irwin, who is a vey extensive traveller, has during the past year visited Australia, New Zealand, and several European countries, coming direct from London, Eng., to this city.

Mr. J. M. Reid, Western Manager of the Ontario Wind Engine and Pump Co., recently left for the home office of the Company at Toronto, where he will attend the annual meeting. He will be absent about three weeks and during his trip will visit Chicago, St. Paul and other cities of the South.

J. L. Irving, trade manager of the Moline Plow Co., with headquarters at Moline, Ill., was in Winnipeg for a couple of days during "Bonspiel." Mr. Irving has made several trips to this city in order to meet the dealers and become closer in touch with their requirements. He expressed surprise in the great number of improvements made here within the past year.

Mr. J. A. Morcombe, of Cypress River, was in taking part in the "Bonspeil" and while here gave us a call. Mr. Morcombe was one of the team that succeeded in winning the cup presented by the Lieutenant-Governor. He is a steady, cautious exponent of the "roarin' game" and in no small measure contributed to the success attained by them. He is the agent for the Fairchild Co.'s line of goods and Deering binders.

J. R. Trumpour, the veteran implement dealer of Alameda, Assa., gave us a call during "Bonspiel." He handles the Frost & Wood line of goods and reports that the volume of business of last year was very good but collections rather slow, largely owing to the fact that many farmers are holding large land interests, on which they had to meet payments, with the result that other accounts were left unpaid.

Mr. James Dow, of Stratford, Ont., has been appointed by the Deere & Mansur Co., of Moline, Ill., as their general sales agent for Canada. It is understood that this company have practically completed arrangements for the manufacture of their hay loader in Canada and in this way protect their patent rights. It is stated that they will be in a position to look after the coming season's business from their new factory.

Mr. R. J. Helliwell, of W. J. Helliwell & Son, Oak Lake, was in the city during "Bonspiel." In speaking of the general business in his territory during the past season, Mr. Helliwell stated that conditions were fairly good but that collections had been slow. He attributes this largely to the fact of farmers going into land speculation and also because many of them are still holding their grain in the elevators awaiting a rise in prices.

G. M. Durkee, manager of the Minnesota Moline Plow Co., with headquarters at Minneapolis and ex-manager of the Canadian Moline Plow Co., of this city, was here for a few days during the "'spiel," meeting old friends, and incidentally to see a few curling games. Although a resident of Winnipeg for but a short time, Mr. Durkee formed a strong attachment for the city and stated that as a place to live, Winnipeg makes a good second to Minneapolis.

Mr. A. E. McKinstry, Canadian Sales Manager for the International Harvester Co., with headquarters at Chicago, was in Winnipeg during "Bonspiel." Mr. McKinstry is an old time implement man, having been with the Deering Co. for a number of years. Since the amalgamation he has had charge of the Canadian business for the International Harvester Co., and is a frequent visitor to Winnipeg. He has unbounded faith in Western Canada and its agricultural possibilities.

Mr. W. P. Wells, General Agent for the International Harvester Co.. at Regina, gave us a call during "Bonspiel." Mr. Wells has only been in Canada since August last, coming here from Quincy, Ill., where he had charge of the Deering Division. Though a comparatively young man, Mr. Wells has had fourteen years' experience in the implement business. Both he and his family find Regina a nice place to live in, and like all adopted Canadians, have every confidence in the brilliant future before Western Canada.

Our old friend, John Slemmon, the implement dealer, general merchant and real estate man of Pasqua, Assa., was in the city during the "Bonspiel." He reports business and collections during the past season as exceedingly satisfactory and is confident that the prospects for the coming year are the brightest in the history of the new town. He also stated that the damage from rust and frost was very slight in the vicinity of Pasqua and that 50% of the wheat graded 1 and 2 Northern. He also reports a steady influx of new settlers.

Among the most frequent visitors at our office during "Bonspiel" was Mr. John Menzies, of Minnedosa, President of the Retail Implement Dealers' Association. In speaking of the Association, Mr. Menzies stated that during the present year an effort would be put forth to establish that organization on a more substantial basis and in making it of more and greater service to the local implement dealers throughout the country. Speaking of the implement trade of the past season, Mr. Menzies said that sales were very good, but that collections were somewhat tardy. In his opinion the coming year should be a prosperous one for implement men.

W. A. Cavanaugh, General Traveller for the International Harvester Co., with headquarters at Chicago, was in the city for a few days while the "roarin' game" was in progress. Mr. Cavanaugh is well known to many of our readers, having been manager for the McCormick Co.. of Winnipeg, for a period of eight years prior to the amalgamation of the large harvester companies. He is well pleased to see such marked improvements both in the residential portions and in the business blocks of the city and has nothing but praise for Winnipeg. He knows of no place with such prospects nor any place where he would sooner live. The jobbers and general agents, to a man, gave our ex-citizen a hearty welcome.

Mr. John A. Flanagan, travelling salesman for Western Canada for the Vermont Farm Machine Co., of Bellows Falls, Vt., manufacturers of the celebrated U. S. cream separators, was in the city during the "'speil," and from here will continue his trip through to the coast. Mr. Flanagan is an old timer as far as Western Canada is concerned, having lived here sixteen years ago, and is fully conversant with conditions prevailing here. For the past five years, and up until the present year, he was connected with the Immigration Department of the Dominion Government, being situated in Wisconsin, where he did some excellent immigration work for Canada. Mr. Flanagan stated that he was glad to move his family back and make his home again in this country.

OBITUARY.

T. E. KELLY.

It is our sad duty to record the death of Ald. T. E. Kelly, of Brandon, who died at his residence in that city during the early part of the present month. Prior to going to the Wheat City, Mr. Kelly was a citizen of Winnipeg where he engaged with his father, the late Mr. A. Kelly, being one of the pioneers of the agricultural implement and carriage business. In 1882, Mr. Kelly severed his connection here to go further West, settling in Brandon where he carried on a large and lucrative business. The deceased was a most pleasant gentleman to meet, always having a genial word for whoever called on him. He was exceedingly popular and one of the best known men of the Province. His funeral was one of the largest ever seen in his home city, being attended by the civic officials as well as by large numbers of friends in the surrounding district.

J. D. KIPPAN.

We regret to announce the death of Mr. James D. Kippan, of Russell, who died at his home on the 6th inst., after a severe attack of pneumonia. His end was also accelerated by heart trouble from which he had been a constant sufferer for some time. The deceased was one of the most popular men through Russell section, being one of the pioneers of that district, having settled there from Silver Creek to which place he came in the early days from Stratford, Ont. Mr. Kippan was prominent in the implement business, having represented the Massey-Harris Co. as well as handling other prominent lines. The funeral was conducted under Masonic management of which fraternity he was an active member. He leaves a widow, two sons and two daughters, to mourn his loss, who have our sincere sympathy.

Dealer Burned Out.

Probably the most disastrous conflagration that ever visited Glenboro took place on the night of the 18th inst., when about 11.30 p.m. the general store of Henselwood Benedickson, the new implement warehouse of W. G. Simmon's and a frame dwelling owned by A. Doig, were entirely wiped out by flames. Mr. Simmon succeeded in saving practically all his agricultural implements. He was carying a stock worth $2,000, with insurance of $1,000.

The Implement Trade Journal, of Kansas City, Mo., have our sincere sympathy in the recent loss by fire of their mechanical department. This publication has been very unfortunate, in that they were flooded out by the great floods which visited Kansas during June, 1903. This, however, did not prevent a continuance of the business and we hope that this latter misfortune will not cause us to lose our valued exchange.

We Sell to Japan.

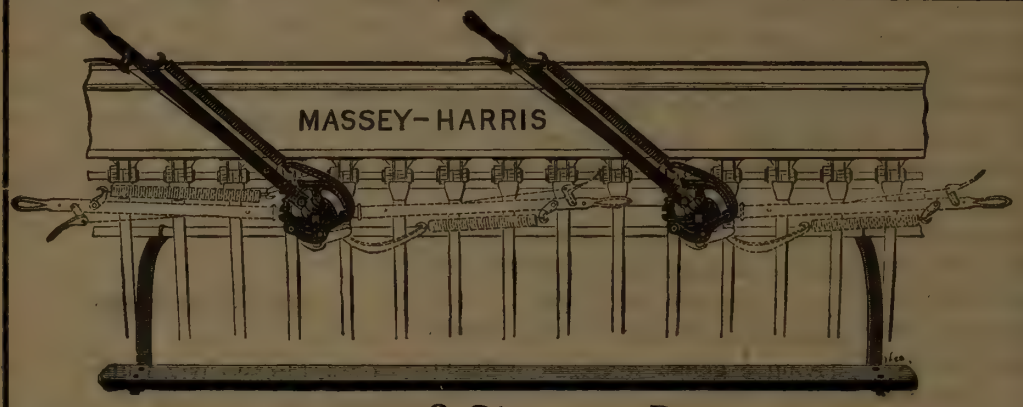
Capt. Orean Clyde Cullen has returned to Vancouver from a trip through the Territories, where he purchased large quantities of hay, oats and feed for Japan shipment. Two vessels will be required to take the cargoes which will include coal from Vancouver island mines. Capt. Cullen states that he is making contracts for supplies for shipment to Japan for the next five years. His operations are on the most extensive scale. The Imperial Marine association, which Capt. Cullen represents, is very close to high officials of the Japanese government and it is connected in business with the Nippon Yusen Kaisha, the wealthy Japanese shipping company.

Will Not Exhibit.

We note that at a recent meeting of the Tri-State Vehicle and Implement Dealers' Association held in Cincinnati, it was decided not to have any vehicle exhibit at the convention to be held there during the coming year. This action has been taken owing to the opposition of local manufacturers, who state that such an exhibition was of practically no benefit to them.

Keep Your Money in Circulation at Home

TORONTO, Spring of 1905.—The large factories of the Massey-Harris Co., Ltd., at this city, and at Brantford, Woodstock and Stratford, have been kept exceptionally busy owing to the ever-growing demand for Canadian-built farm machinery. Our Canadian farmers are realizing that it is to their profit and advantage to support their own manufacturers.



15-19-23 Shoes or Discs

HERE ARE OUR LATEST PRODUCTIONS

Plowing made easy. A boy can operate successfully our

Horse-Lift Gang or Single Sulky Plow

Massey-Harris Co. Limited

Winnipeg Regina Calgary

President Hutchinson Addresses Board of Trade.

The members of the Winnipeg Board of Trade held their twenty-sixth annual meeting early in the present month, which was largely attended by merchants and business men of the city. Winnipeg being situated as it is, on the eastern fringe of the great prairies, and being the wholesale centre for the vast stretch of country lying between the Rocky Mountains and Lake Superior, we feel that the influence exerted by this Board of Trade should be of great interest to our readers and for this reason we are quoting very fully the address delivered by the retiring President, Mr. W. H. Hutchinson, who is one of the oldest and perhaps the best known implement man in Western Canada, he being President and Manager of the Fairchild Co., Ex-President of the Winnipeg Wholesale Implement and Carriage Dealers' Association and for the past year having held the very important office of President of this Board of Trade.

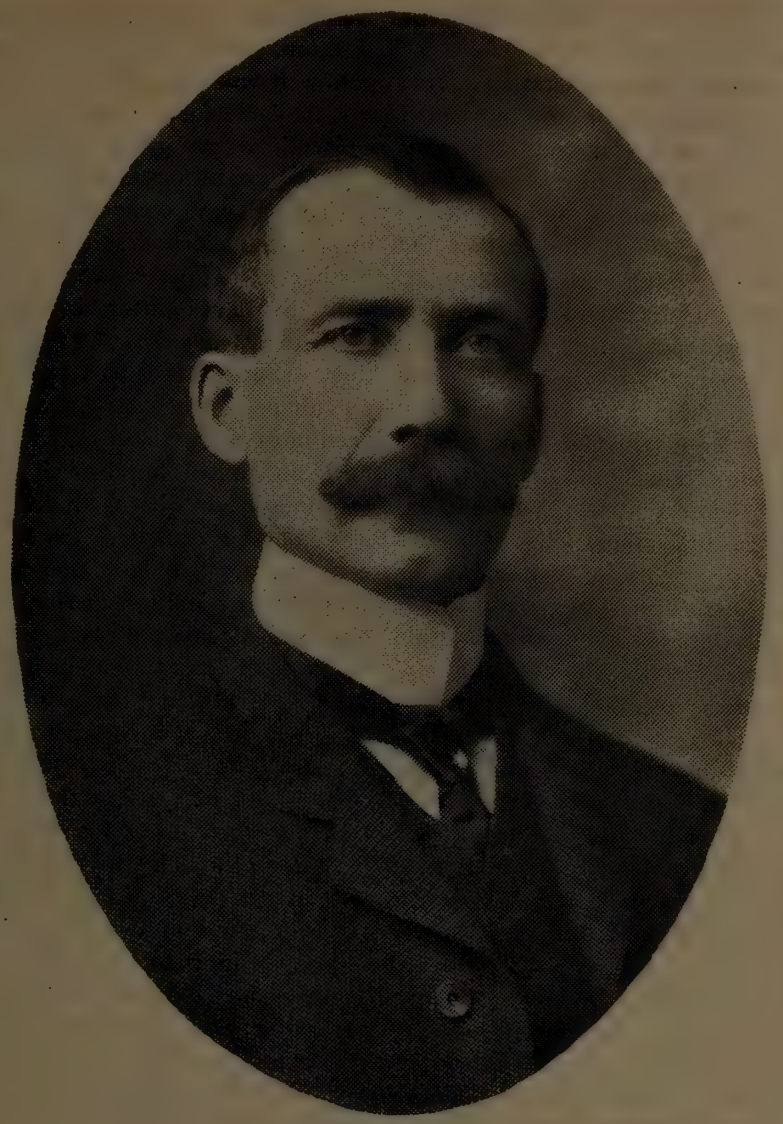
Mr. Hutchinson addressed the meeting as follows:

"As business men we have every reason to feel gratified that little has occurred in Canada during 1904 to disturb the general serenity in all branches of trade; indeed, the prosperity existent throughout the whole Dominion has been most marked during the past few years.

The total trade in Canada for the fiscal year ending June 30, 1904, amounted to $472,733,000, of which $213,521,000 represented exports and $259,212,000 imports; an increase of $17,997,000 in imports and a decrease of $12,328,000 in exports as compared with the previous year; the decline in exports being due, mainly, to reduced shipments of wheat and animals and their produce, while coal most largely contributed to the increase in imports.

The savings by the people now deposited in the savings accounts of our chartered, postal and government savings banks, and with the loan companies in the Dominion, total the enormous sum of $421,000,000, the largest amount yet attained, and being an average of $85 per capita.

The growing demands of trade and commerce have rendered it necessary that existing chartered banks increase their capital. Many new bank branches have been established throughout Canada, more particularly in the Northwest, in which there are now 238 branches or agencies (exclusive of private banks), whereas, but ten years ago there were only 41. These figures do not include the 58 insurance and 50 loan and investment companies who have enormous sums on loan.



WILBUR H. HUTCHISON.

Referring more particularly to the Northwest, in which we are so immediately interested, the phenomenal progress in every line has attracted the attention of not only the other provinces of our fair Dominion, but even of those across the water in the motherland, and our American cousins to the south.

Immigration still continues to pour in at a very rapid rate, and in most cases of a very desirable class of people. For the fiscal year ending June 30, 1904, 130,329 new settlers came into Western Canada, 51,000 of whom were British, and 43,000 Americans. The vigorous and intelligent immigration policy of the government and the efforts of the Western Immigration Association, organized but a year ago, and financially supported by many members of this board, are, I believe, doing more towards the development of the country and its commercial interests, than any other agencies. The distribution of literature pertaining to the wonderful capabilities and possibilities of our soil, and the great field for investment, has created almost world-wide interest, and I venture the opinion that 1905 will witness a still larger influx of settlers.

Free homestead entries, and land sales at advanced prices by the railway and land companies to actual settlers, have exceeded very considerably those of any previous year. A very large number of our neighbors in the United States realize that we have lands of better quality than their own, which can be acquired at much less per acre than theirs are valued at, and have bought very freely.

The acreage under wheat in 1904 compared with 1903, shows an increase of 5 per cent. in Manitoba, and 22 per cent. in the Territories, with an estimated yield of 60,000,000 bushels. In the early part of the season, crop conditions were most favorable, and gave promise of an abundant yield, but in some districts, on account of damage by rust, ultimately the yield and grade were considerably reduced. It is, however, the general opinion that the higher prices obtained resulted as profitably as any previous crop, and the railway companies moved the grain much more expeditiously and with much less complaint regarding car shortage, than in any previous year, much to the satisfaction of the farmers and business community, so mutually interested. These improved conditions I believe to be due to the more intelligent means adopted by the railway companies in the appointment of travelling inspectors, who are constantly engaged in ascertaining the requirements of each district and resulting in a more equitable distribution of cars.

NEW FEATURE IN GRAIN TRADE.

A somewhat new feature has entered into the grain trade of Western Canada owing to the action of the United States government in definitely allowing what is commonly called "milling in bond." For probably the first time on record, shipments of Manitoba wheat from Fort William have been forwarded to United States ports east of Lake Superior to be milled in bond and the product exported. Last year a considerable quantity of Manitoba wheat was manufactured in this way in Minneapolis mills, and it is understood that somewhat heavy shipments of wheat are again going to that United States milling centre. The results of this new feature of our trade in grain will naturally be closely watched, for should the trade expand to any considerable extent, it will undoubtedly affect our transportation companies directly, and cause to a more or less extent some rearrangement of the present method of selling and handling the grain. It is safe to say that every bushel of grain in this way diverted to the south will mean a loss to Canada through such grain not being handled at Canadian ports and by Canadian steamboats and railroads. How far our farmers will be benefited seems as yet to be problematical.

Important legislation affecting the grain trade was passed at Ottawa last year when the "Inspection of Grain Act" became law. This act embodies all legislation affecting the inspection of grain in Canada, and it is well to point out that the only changes made in the clauses relating to the inspection of Manitoba grain were those asked for by the Manitoba and Territorial Grain Growers' Association at a conference with the grain and railway interests in Winnipeg a

year ago, the conference being held at the request of the grain growers. It may be taken for granted that in every year when we will have a considerable amount of grain damaged in the fields by any climatic causes, there will be more or less dissatisfaction with the practical working out of the best of grain laws. It is a matter of record that when there is no damaged grain there is practically no dissatisfaction. It is evident, too, that many of the complaints now made are owing to a lack of knowledge of the existing laws and therefore any proposed change should be very carefully considered as to the results that might follow. For instance, in a few quarters, grain growers are advocating the lowering of the requirements of the principal standard grades, simply because this year's damaged wheat will not grade into them. It will undoubtedly occur, with the expansion of grain growing in this vast grain producing district, that new conditions will necessitate changes in the details of the methods of inspection and handling, yet it would be most unwise that hasty legislation, based upon the abnormal conditions prevailing in any one or two years, should be passed by parliament.

WINNIPEG LEADS AS GRAIN CENTRE.

In a statement of crop movement compiled last year, our secretary pointed out that of the 1902 crop of wheat inspected and registered in the regular elevators, that the Winnipeg figures were 51,833,000 bushels; Duluth and West Superior, combined, 42,406,923 bushels; Chicago, 37,940,953 bushels, and New York, 35,101,950 bushels; which unmistakably demonstrates the importance of Winnipeg as a grain centre; in fact, with the exception of Minneapolis, it shows the largest total of any market on the North American continent.

Our interior and terminal grain storage and handling elevator system, from the point of excellence, is equal to anything in the world, and it may be noted that a considerable extension of the system took place during the past year, some five and a half millions of bushels capacity having been added. The capacity in the interior is now 28,178,363 bushels, and the terminals at Fort William and Port Arthur 18,432,000 bushels, or a total of 46,640,630. Taking into consideration that about one-half of the present crop is handled through elevators before the close of navigation, it will be seen that the storage available for the winter season is certainly very great.

TRANSPORTATION.

The railway companies operating in the Northwest are putting forth every effort to keep abreast with its development, consequent upon the steady influx of population. During the past year the Canadian Northern railway have been most energetic in constructing new, and extending branch lines; 550 miles have been graded and 413 miles of steel laid, giving this company 1,758 miles under operation west of Lake Superior. The Canadian Pacific railway completed and opened for traffic during the year 197 additional miles and have 75 miles graded ready for rails in the spring, giving this corporation 4,100 miles of track under operation between Fort William and British Columbia. In addition to the mileage constructed, a great deal of time and money has been expended in reducing grades and straightening existing lines, as well as purchasing additional motive power and car equipment, rendered necessary by the increased traffic. The expenditure on railway construction and improvements in the West during 1904 was largely in excess of any previous year, and apart from giving employment to a vast army of laborers, the commercial community benefited by the additional trade consequent upon the expenditure of such large sums of money. The extended lines in the new territory opened up will not only enhance the value of lands tributary thereto, but prove a veritable boon and convenience to hitherto isolated settlers. The progressive spirit displayed by the Canadian Pacific railway I believe to be largely the result of recommendations made by the second vice-president, Mr. Wm. Whyte, who now manages the western system, and who is so thoroughly conversant with western needs. There is every indication that the present rapid rate of construction will be continued for at least a few years, as, with all their energy, it will tax the companies to their utmost to supply the necessary transportation facilities. In the near future, too, a new factor will enter into the transportation system of the West. I refer to the Grand Trunk Pacific railway, the new

DEERE ENGINE GANG IN ASSINIBOIA.

Canadian Farmers and Canadian Dealers not only appreciate a good thing but they know a good thing as well. That is how it comes that several times as many JOHN DEERE PLOWS (the highest grade steel plows made in America, or anywhere else) are sold to Canadian farmers by Canadian dealers as of any other high-grade steel plows of any other manufacture. The duty cuts no figure when a man wants the best and is willing to pay for it.

Walking Plows for all purposes ; Riding Plows, single and in gangs, for horse and steam power ; Disk Plows, single and in gangs, for horse or steam power.

For Sale by the Best Dealers in Canada.
Manufactured by

DEERE & CO. Moline, Ill., U.S.A.

THE FAIRCHILD CO., Ltd., WINNIPEG, General Agents for Western Canada.

Office and Showrooms, MASSEY-HARRIS CO., Market Square, Winnipeg.

Trans-continental road, of which we are assured construction operations will be undertaken in the spring. In addition to providing increased facilities for carrying to the East the products of our great West, the new road will open up and develop many new and rich districts, and add vastly to the producing area of the Dominion.

PHENOMENAL DEVELOPMENT.

In the development of the West, Winnipeg is advancing in all directions, and every citizen has a just right to feel proud. I do not know of any city that has experienced such phenomenal development and occasioned such universal, favorable comment. The city assessor maintains that our present resident and floating population is 80,000, and many, well qualified to form an accurate opinion, maintain that it is in excess of this number.

A greater amount of public works was carried out during 1904 than in any preceding year, and this expansion has been general; applying to the opening up of new streets, the extension of sewers and water mains, asphalt, macadam and block pavements, artificial stone and plank walks, boulevards, etc.

There is now completed 17 miles of asphalt, 33 miles of macadam and 16 miles of block pavement; 23 miles of artificial stone and 186 miles of plank walks, 99 miles of water mains, 87 miles of sewers and 65 miles of boulevard throughout the city; with ten miles of pavement, 16 miles of sidewalk, 13 miles of sewer and 14 miles of water mains on order, which have been authorized by the council for construction in the spring that could not be completed last year.

These public works entailed the expenditure of large sums of money; the benefits of which, with the improvements themselves, are shared by citizens generally, and very materially contributed to the prosperity, public health and beauty of the city. It is gratifying, too, to know that the rate of taxation for 1904 was only 17 mills on the dollar (five mills less than the previous year); the total assessment being $48,220,000, as compared with $36,232,000 in 1903.

BUILDING OPERATIONS.

Building operations have been carried on very extensively in every part of the city, in the erection of homes for the accommodation of the thousands coming amongst us, and business blocks rendered necessary by the growing trade.

Permits were issued for buildings during the year at an estimated cost of $9,651,750, but more likely at an actual cost of twelve to thirteen millions, as builders, when obtaining permits, usually place the value below the cost, hoping to escape higher assessment. For comparison it may be of interest that I place before you official information as to the value of building permits issued during the past year in the three largest cities of the Dominion and nine of the largest cities in the United States, whose population, with one exception, exceeds by many thousands that of Winnipeg.

The following are the figures:

Winnipeg	$ 9,651,750
Toronto	5,885,120
Montreal	3,646,484
Hamilton	1,000,000
St. Paul	3,712,343
Cincinnati	5,326,000
Buffalo	6,688,319
Detroit	6,737,105
Minneapolis	7,820,000
Boston	18,500,567
Philadelphia	21,930,000
Chicago	44,724,790
New York	75,267,780

Considering the population of the various cities referred to, Winnipeg leads in the value of buildings by a very large percentage. Permits already issued this year exceed those of the corresponding month of last year. It is therefore reasonable to assume that during the present year building operations will continue active.

Bank clearings, receipts from customs, inland revenue and postal department in any city reflect more accurately, I believe, than any other data, trade conditions. Those of Winnipeg show considerable increases compared with the preceding year, as you will find by the tabulated statement submitted hereunder:

	1903	1904	Increase
Bank clearings	$246,108,000	$294,661,437	20%
Customs revenue	2,252,563	2,725,169	20%
Inland revenue	775,783	914,189	18%
Postal revenue	201,907	265,519	22%

C.P.R. IMPROVEMENTS.

During the past year the Canadian Pacific Railway were obliged to make very extensive alterations and additions to their Winnipeg terminals to facilitate the more expeditious, convenient and economic handling of the increased freight and passenger traffic, consequent upon the general expansion of business.

In the re-arrangement and extension of their yards, many additional miles of new track were constructed, and mammoth shops and freight sheds erected. Their magnificent new station, so urgently required, is almost ready for occupancy, and construction work on their new hotel is progressing rapidly. Their Winnipeg yards, covering such a large area, with 110 miles of trackage, are now the largest in America, owned by a single company. The hotel and station, when completed, will surpass in size, convenience and elegance any similar structure in Canada.

The building of the much discussed subway has, I believe, completely removed the danger to life and limb so imminent heretofore, and gives direct and undisturbed communication between the north end and the remainder of the city, including a through car service.

The extension of the street car system has caused an unusually active sale of building lots in the suburban districts served by the new lines, and on these lots many new houses have been and are being erected by those whose means will not permit of their paying the high rentals that internal properties command. The extension to St. Charles will furnish rapid and convenient transportation to and from the new suburban park so recently acquired by the city, and to the agricultural college to be erected during the coming summer by the government. In addition thereto, it will be convenient and of inestimable value in the marketing of garden vegetables and dairy supplies produced so largely in the district referred to.

The new suburban line to Selkirk, consructed and operated by the Winnipeg, Selkirk and Lake Winnipeg railway, has ably demonstrated the practical utility of the road in furnishing transportation to the many settlers tributary thereto, and facilities for the daily

delivery of fresh supplies of produce grown so profusely in the district served thereby.

The exhibition held in Winnipeg in 1904, financially supported by a grant from the Dominion government, the Dominion Fair, was an unusually important event, extending as it did over two weeks, and will no doubt prove very instrumental in promoting the industrial and commercial life of the West.

Products of the field, forest and mines from every part of the Dominion and the large and excellent exhibit of live stock, with the magnificent range of manufactured articles, more especially "Made in Canada" goods, proved exceedingly interesting, and evoked expressions of surprise and gratification from the many thousands in attendance. The larger number of exhibits and the increased accommodation provided for the better display thereof, contributed very materially to the success of the exhibition, while the larger receipts resulting from the increased patronage and attendance, enabled the exhibition directors to clear off the long outstanding indebtedness of the association, much to the satisfaction of our citizens.

NEEDS OF WEST PROTECTED.

On the death of Mr. Jno. Bertram, chairman of the Transportation Commission, who always exhibited a keen and intelligent interest in the West and its needs, the Dominion government, no doubt having in mind the request of this board made over a year ago, that representation to be given on the commission to the West, which is supplying, and must in the future supply the vast bulk of the produce tonnage which the government desire to retain within Canada until it reaches the seaboard, appointed Mr. J. H. Ashdown, one of the most valued members of this board, as a member of the commission. In addition to Mr. Ashdown's appointment as a commissioner, our secretary, Mr. C. N. Bell, is also secretary of the commission; therefore members of the board can depend upon the wants of the West being properly and intelligently presented for the consideration of the commission.

ENCOURAGING MANUFACTURERS.

From the large number of enquiries received by this board from Eastern Canada, the United States and European countries regarding manufacturing, it is very evident to my mind that the board should cooperate with the city council with a view of securing such industries for our city.

With the prospect of cheaper power from the Winnipeg river in the near future, and a reasonable supply of cheaper labor, Winnipeg as a location should prove inviting, more especially as it is the distributing centre for the vast territory to the west. I am opposed to giving assistance by way of bonus or exemption from taxation for manufacturers, but a reasonable basis of assessment for a stated period, might, and no doubt would, attract manufacturers, and prove beneficial to Winnipeg. I trust that the incoming council will take this matter up and give it active consideration.

FIRE PROTECTION.

Better firs protection, one of the most important questions of a local character, and of such vital interest to every citizen, received very long and careful consideration by the insurance committee of this board, and their recommendations (adopted by the board) to the city council, advocating the installation of a high pressure water system for fire purposes only in the congested districts, more especially the central section, has been received with favor by the city council, who, at an early date, propose installing the system, and I would urge upon every member of this board their practical assistance to ensure the passing of the by-law.

BETTER EQUIPMENT.

In addition to the four new halls erected, the fire equipment has been very materially increased by the purchase of three new steam engines, three chemical engines, four hose wagons, an 85-foot aerial ladder truck and one water tower, which, with the addition of forty-eight firemen, is worthy of note; but the fact should not be overlooked that owing to the rapid growth of our city, and its isolated position through being dependent upon our own fire-fighting resources, inspires the confidence that a high pressure system would give the additional protection necessary, and no doubt eventually result in the reduction of insurance rates.

INCREASED MEMBERSHIP.

While our membership shows a net gain of 40 during the year, I am covinced that there are in our city a larger number of business men who should become members of the board, and who could, by their presence and counsel, render incalculable service in the various matters for the general good of the city and community which, from time to time, come up for discussion. The board of trade works for the general benefit of the city without any ulterior or selfish motives, and it cannot be denied that the actions of the board have been productive of much good. Might I here suggest that the present members take a more active interest hereafter by attending the meetings regularly?

During the year we have been called upon to mourn the loss of five former members of this board in the demise of Mr. John Russell, a former president of the board; W. F. McCreary, M.P., W. T. Rutherford, C. A. Patterson and A. C. Archibald, all of whom took a very active interest in the work of the board and enjoyed the confidence and esteem of the citizens generally.

I desire to express my appreciation of the honor conferred on me in choosing me as your president, and I thank the members of the board for their many coutesies, and the members of the council for their generous support given me.

The very efficient and courteous

Dealers! write for our full list of Money Makers!

Gasoline Engines

The Stickney Line

3 H.P. Stickney Jr. The New Stickney Horizontal Engine 6 h.p. is the latest and best Engine made. It is simplicity itself. Also made in 12 h.p. and 25 h.p. sizes.

Bell'S steel land Rollers

Empire Cream SEPARATORS

The CANADIAN AIRMOTOR, WIND MILLS, PUMPS, HORSE and TREAD POWERS, STRAW and FEED CUTTERS, STEEL and WOOD SAW FRAMES, SAWS, GRAIN GRINDERS, BRASS, IRON and Porcelain Cylinders; Galvanized Iron Piping; Hydraulic Engines; Railway, Town and Village Water Supply Material for Fire Protection or Domestic Use.

Ontario Wind Engine and Pump Co., Limited

83-91 CHAMBERS STREET, WINNIPEG.

Head Office and Factory: Toronto

secretary had done much to lighten my labors as president for which I specially thank him, and this board has every reason to congratulate themselves on having such a capable officer.

A vote of thanks was tendered the retiring president and coupled with a resolution to have the address printed in the annual report.

THE COUNCIL'S REPORT.

The report of the council of the board having been duly printed and distributed among the members was taken as read. The report deals in detail with all the work of the council during the year and is a voluminous document, showing the wide range of subject coming within the scope of influence of the board of trade. Many enterprises undertaken were brought to a successful issue, others were advanced a stage, while in some of the endeavors the board failed of the desired end. Among things accomplished through its efforts the council reported an improvement in the interior of the post office, the selection of a site for the new building, increased mail service between Brandon and Moose Jaw, also more rapid service between Winnipeg and the Twin Cities and the earlier distribution of papers and circulars arriving by United States mail. The board also reported the securing of a King's warehouse with storage space of 5,000 square feet, and improvements in the present customs building and the assurances of further improvements when the post office building is completed. The appointment of Mr. David Horn as flour inspector was done at the instance of the council.

FIRE INSURANCE.

No section of the board has been more active during the year than the general insurance committee. Among other things undertaken was a deputation to Premier Roblin asking for a fire marshal to be appointed. The committee also held many meetings to consider the arbitrary rates imposed after the Toronto fire. They also held meetings with Inspector Howe. In June the board strongy endorsed the proposition of the city council purchasing an 85-foot ladder and water tower, and after Mr. Howe's visit in October urged the council to order at least one 1,200 gallon fire engine instead of a proposed 1,000 gallon fire engine. The council, in September, took up the question of construction of a proposed system of high pressure water works for fire purposes, which matter the committee enquired into and discussed with members of the fire, water and light committee of the city. The city engineer reported on a system of high pressure water works, and thereafter, in order to strengthen the hands of the city council in every possible way, and give them an expression of the opinion of the commercial community, a general meeting of the board called for the special purpose on the 12th of December, passed strong resolutions endorsing the installation of a high pressure system for fire protection and sewer flushing. The matter was quite fully discussed and the fire, water and light committee showed a strong disposition to instal the desired improvements, but they could not agree on the method of applying the cost on the taxation of the city. The committee pointed out the method proposed by the board of trade, that the properties benefitted should pay 40 per cent and the city as a whole 60 per cent of the cost, and it would work out that the properties so benefitted would really pay 55 per cent. of the actual cost, on account of the assessed value of taxable property within the protected area, being $15,000,000 as against a total assessment of the city placed at $60,000,000. It was also urged by the committee that owing to it being improbable that the city might obtain a definite figure from the Canadian board of underwriters as to the reduction they would make in the event of this system being installed, that it would be well for the city to go ahead with the works and once they were installed, there should be no doubt of the city reaping the benefit by reduced insurance rates.

RAILWAY CONSTRUCTION.

A strong committeee from the council waited on Mr. Whyte on May 4, and presented to him the dissatisfaction existing over the action of the Canadian Pacific Railway company in connection with their construction work of the year. Mr. Whyte stated that the tender of the firm referred to was so much lower than the local bids that no course remained for the company but to give them the contract, and he informed the deputation that while heretofore contracts

The Fairchild Co.

Limited
WINNIPEG, MANITOBA

WISH TO ADVISE THE TRADE that the burning in part of the Canada Carriage Company's plant at Brockville early last month will not affect them very much, as the bulk of finished goods as well as a large quantity of material and four large buildings were saved intact, and they are now running full force.

Forty cars of buggies for 1905 trade are now in store in our Winnipeg warehouse, and **all orders will be shipped promptly.**

Deere Plows	Monitor Drills
Moline Wagons	Disk and Drag Harrows
Fairchild Wagons	Pulverizers, Etc.

are being unloaded at our track warehouse at the rate of five cars daily, and outgoing shipments are being made daily therefrom.

Nothing better than the above lines to secure the volume. Get in the procession and secure agency.

THE FAIRCHILD CO., Ltd., 156 Princess St., WINNIPEG, MAN.

were let from Montreal, that hereafter tenders for western work would be sent in to his office here. Mr. Whyte assured the deputation that he fully appreciated the desirability of giving, when possible, contracts for railway construction work to firms in the West who have their working equipment on hand and are ready to go to work without delay.

Mr. H. W. Hutchinson, the retiring president, entertained the retiring council and other officials of the board to a dinner at the Manitoba Club at the conclusion of the meeting of the Board.

Still They Come.

There seems to be an impression that immigration to this country has, during the past year, seen a marked falling off, and that at the present time there is little doing in this line. As a matter of fact, the immigration to this country, and what is almost as good for this country, the immigration to the United States from foreign countries is showing startling increases. As an idea of the number of European agriculturists who are hurrying to the United States, the Washington figures show that the increase in the number of immigrants from both Russia and Austria-Hungary is particularly noteworthy, and the increase from Russia is considered essentially significant.

In December, 1902, the number of immigrants arriving from Russia was 10,104; in December, 1903, 10,431; and in December, 1904, 15,992. Compared with December, 1902, last month showed an increase of 57 per cent. in immigration from Russia. The immigration from Austria-Hungary in December shows an increase of 12,738 over that of December, 1903, aggregating 23,433. From the whole of Europe the immigration last December was 58,894, an increase of 17,518 over December a year ago.

A Fine One.

We are in receipt of a fine letter opener for the use of the Manager, sent us with the compliments of the Farm Implement News. We hope that it may see long and successful service on our desk and that the good wishes and good will of the donors may always be enjoyed by this paper.

Will Not Affect England.

The Liverpool Daily Post, commercially commenting on American millers importing Canadian wheat, says that to the English people the interest of this new situation turns chiefly upon the effect that the cessation of the wheat shipments to this country might have upon the price of flour here. The natural tendency would be for the price of flours to rise, in this advance the wheat growers of Canada would participate, but wheat is grown in so many lands and for so long that Great Britain has the wisdom to import wheat from every country in the world, where a surplus is to be found, without levying a duty. There is no fear of any shortness of the wheat supply here.

At It Again.

We are glad to note by the recent reports received from the East that the Canada Carriage Co., of Brockville, Ont., have again resumed business. Immediately after the fire, plans for a new building were drawn up. Within ten days same was partially equipped with machinery and men at work. For the present this building will give the Company as much blacksmith and trimming space as they will require. Owing to the fact that a large part of the plant, consisting of the wood and power shops, along with a large warehouse containing the season's shafts, a large stock of gears, tops, and top goods, were saved, and the Company are in a much better position to continue business than was at first supposed.

A Pointer to Dealers

The recent publication of a letter regarding the vast amount of water that was being pumped with a small gasoline engine, caused some thinking along that line. Those who complain because of dry weather, insufficient rain-fall, cattle damaged because of lack of water, etc., should consider this letter carefully. This was a letter to the Columbus Machine Co. of Kansas City, from Daniel Heins, of Carrollton, Mo., in which he states that he has a small Columbus gas engine pumping from 12,000 to 18,000 gallons of water per hour from a depth of 24 feet. Just think what a volume of water this would be if the engine ran 24 hours a day; and as these engines can be run continuously except for a few minutes in the 24 hours, in which it is necessary to stop and clean them, it is well for ranchmen to do some figuring along this line. In looking further into this letter, we see that Mr. Heins says he has been running his engine day and night for some time. During these winter days and evenings a dealer can do some valuable work by bringing before his customers just such points as the above. — The Implement Trade Journal.

Want Boundary Extended.

The Manitoba Legislature recently unanimously supported a petition to the Dominion Government asking that the boundaries of the Province be extended in the West and North. The desire of the Legislature is that the Western boundary should take in a portion of Eastern Assiniboia and Saskatchewan and that the northern boundary be extended to Hudson's Bay. A deputation went to Ottawa a few days ago to interview the Government along this line.

Imports and Exports.

During the past year the duty collected by the Canadian Custom authorities on agricultural implements coming from the United States amounted to $2,911,120, while the amount levied on English goods reached to only $21,842. A conservative estimate of the value of the implements imported places the figures at about $12,000,000. Harvesters were imported in the greatest number, implement parts next, and mowing machines, plows, threshers, horse rakes and grain drills following in the order named. Vehicles were imported to a total value of $1,500,000. Canada exported to the United States implements to the value of $26,850, and vehicles to the value of slightly over $20,000.

Business Failures in 1904.

Bradstreets reports the failures among Canadian business men for 1904 to number 1,177, with total liabilities of $10,018,299, an increase over 1903 of 221 in number and $1,689,937 in amount of liabilities. The highest record in numbers for the past twenty-five years was in 1896, when 2,179 failures were recorded, and the highest in amount of liabilities, 1894, with a total amount of $23,985,283.

Government Aid for the Coast-Kootenay Line.

All the British Columbia members waited on Sir Wilfred Laurier, Hon. Mr Emmerson and Senator Templeton and asked aid for the proposed Coast-Kootenay railway. The delegation asked that the government guarantee the principal and interest to the amount of $3,000 a mile. Sir Wilfrid said that the government could not do this, but when the time came for the consideration of the usual railway subsidies, the Coast-Kootneay would not be forgotten.

Land Sales.

The Canadian Pacific land department reports a sale of 34,500.44 acres of land during the month of January, the amount realized being $141,750.50.

He Got It.

Be warned, boys! About a month ago a Paris, Ont., young lady stepped on a needle, and fully half of it could not be extracted. Two weeks later she complained of a severe pain in her side and last week the needle was removed from the arm of a Brantford young man."

Personally, we prefer to not be so healthy, and smoke more.

Late estimates place the population of the world at 1,503,300,000.

It is a wise young man who leaves a good quality of cigars on the mantel when he calls upon his girl.

We often wonder what kind of New Year's resolutions women can make, when they neither smoke, drink, gamble nor swear.

Husband, solicitously: "There, darling, don't cry; you are wetting my cigars."

Definitions:—

Girl: An unmarried female between the ages of two and sixty.

Boy: An unmarried male under twenty.

The most forlorn woman I ever saw was travelling alone on a sleeper. She had an upper berth and was wearing a dress that opened in the back.

In India native laborers receive four cents a day for sixteen hours' work.

When writing advertisers, kindly mention Canadian Farm Implements.

A Valuable Implement

The weeder has been too generally neglected by implement manufacturers and dealers, and American farmers have lost many millions of dollars as a result of this oversight. A weeder is the most efficient implement on earth for killing the little weeds that come up by the million in the corn field before a cultivator can be used. It is better to harrow corn than to let all these little weeds get a start, but a harrow is too heavy and severe on the tender young corn shoots. A harrow seldom kills them or gouges them out of the ground when it is used properly, but it twists and wrenches the young plants without any regard to their welfare. The weeder runs lightly over the ground and catches all the young weeds, which sprout very near the surface, but does not hurt the deeper-rooted corn.

Even more important than killing the weeds, however, the weeder breaks up and mulches the surface of the soil, and thus checks the waste evaporation and saves moisture which the growing crop may sadly need within a few weeks. It might be said that weeds are a blessing in disguise to the corn grower, because they make him get out and cultivate his field. The greatest benefit which the corn crop receives from cultivation is not in killing the weeds, but in stirring the surface of the ground so that waste evaporation will be checked. A field that is entirely free from weeds will scarcely produce a good ear of corn unless the soil is cultivated, and the weeds are therfore useful in making the farmer use his cultivator.

With a weeder the farmer can easily give his corn two cultivations which it would not receive without the help of this implement. It covers 15 or 20 acres in a day, so that a man can go over his field just when the corn is coming up, and again a week later, before a cultivator could be used to advantage. If the dealer knows any farmer who uses a weeder, it will pay to watch his corn and see what results he gets in husking. It is reasonably certain that the farmer who uses a weeder a couple of times, and follows with the cultivator in season, will raise several bushels more to the acre than his neighbors can get from the same kind of soil. When an implement man has seen this fact demonstrated before his eyes, it will pay to order some weeders for next spring and help some more farmers to make money.

The usefulness of the weeder is not confined to the corn field. A field of winter wheat that comes out weak and sickly in the spring will take on new life and stool out better if the soil is given a good scratching. The thin spots in a meadow or pasture can also be helped considerably, and the unbeliever who does not have a weeder to try it can prove it by using a garden rake on such spots in his yard or lawn. A permanent pasture or meadow that is running out can be given a new lease of life with a weeder and a little seed.—Implement Age.

When writing advertisers, kindly mention Canadian Farm Implements.

Are Hickory Goods Doomed ?

Increasing scarcity of hickory wood in the United States has alarmed the manufacturers of wooden vehicles to such an extent that at a meeting of over 200 representatives of these manufacturers, held at Chicago recently, the advisability of taking the matter before Congress was discussed, according to a prominent newspaper. Hickory trees have recently been attacked by an insect, which it is said is fast destroying that class of timber. At a meeting it was declared that unless the Government took action in devising means by which these insects can be kept from breeding, in ten years practically all the hickory trees in the United States will have been destroyed,

"There are now but three states from which we can draw our supplies," said P. F. Van Behren, of Evansvile, Ind., "and hickory trees are becoming extinct in these states. The shortage in this article, which is the most essential component of a wooden vehicle, will probably necessitate a general raise of prices of all wooden vehicles."

Whether a new enemy of the hickory tree has been developed or not—for it has always been a prey to boring insects—the supply is bound to become exhausted before long, unless some systematic plan is adopted to propagate the trees. This almost invaluable tree is not naturally prolific, but if one had the patience to wait for it to grow, it would seem as if its culture might be made a profitable one. Certain it is that unless something is done soon, vehicle-makers will have to devise a substitute of some sort.—The Implement Trade Journal.

Automobile Rules.

Grab der veel vich is in front of you firmly mit both hands and put one foot on der accelerator. Now put der udder on der rheostat und let der left elbow chently touch der deodizer. Keep der blow pipe connecting mit der automatic fog vissle closely between red teeth, und let der right elbow be in touch mit der quadruplex while der apex of der left knee was pressed against der spark-coil. Keep both eyes on der road in front of you and der rest of your face in der vaggon. Start der driving veels, repeat slowly der name of your favorite coroner, und leave der rest to fate. Dinkenspeiler "Exchange."

Fly Wheel Burst.

A peculiar accident happened at the Union Supply company's flour mill at Rosthern, Sask., when packing around the throttle valve of the engine blew out and the escaping steam caused the main belt to break. Two employees of the mill immediately ran to close off the steam by turning off the top valve of the boiler.

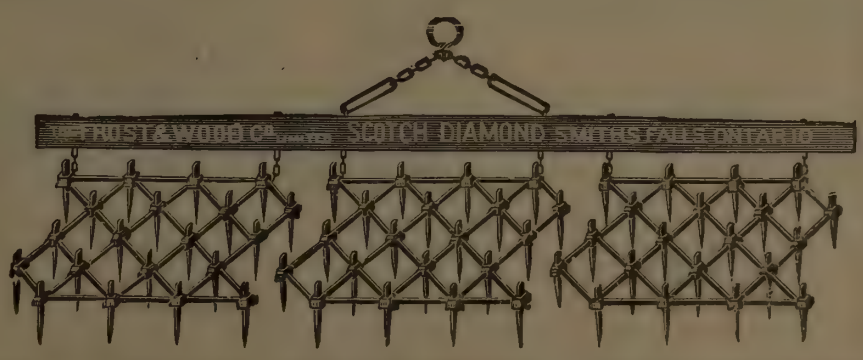
Unfortunately they were too late as the engine had been running away for some few minutes and had attained terrific speed. The huge fly wheel, not being able to stand the speed, gave out, the spokes of the wheel were all broken, pieces of fifty and one hundred pounds weight being thrown in all directions. The main body of the big engine was also broken in two. The accident means a loss of at least $2,000 to the company. A new engine will be installed at once. No one was injured.

Your Line for 1905 should include

Scotch

Diamond Harrows

Made of wrought iron and steel. No holes punched in it to weaken it; no nuts to lose off; no set screws to become loose. Sections are reversible. The strongest and most durable harrow made.
Eveners for 3, 4, 5 or 6 sections.



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Useful Slang.

"Get Busy," "Keep Going" and "Do it Now," are phrases which at the present time are being used by a large number of people throughout this progressive land. What do they mean to you? Let us give the matter a few moments' study and go over the clauses separately.

We will start with the first, "Get Busy." Are you getting busy? Are you getting matters into shape for the coming season's business or are you letting things take their own time? Spring is coming on apace. Soon will Old Winter throw off his hoary mantle and give way to seeding time. Are you looking up orders? Do you know that So-and-So is in need of a new plow, seeder, or some other implement in your line? Have you got him down on your note book? If not, why not? Is his money not just as much good to you as it would be to the "other fellow?" If you are not looking after future orders you are not getting busy, and if you are not getting busy you are losing money. So much for the first phrase.

Let us take the second. "Keep Going." Do you keep going, or are you working by fits and starts? Are you killing yourself by hard work one day and by indolence the next Don't do that. Success, and by the way that is what you are after, for success means so much more remueneration for you, is only gained by hard, persistent and earnest plugging. Are you working along this line or are you letting some competitor who is following this course outstrip you? The harder you work, the more consistently you endeavor, the more energy, intellect and ability you put into your efforts the more ample will be your reward. Therefore, "Keep Going."

Now with regard to the third item on the bill, "Do it Now." All important in your business and almost synonymous with "Strike the Iron while it is Hot." There are many just waiting for the information you have with regard to that new threshing outfit that you were told Mr. Farmer was going to buy during the coming season. Have you seen Mr. Farmer and closed with him? Again we ask, if not, why not? "Do it Now." Some other fellow may have received the same tip that the party in question is in the market for a new machine and may be getting ready to go and see him. What is the matter with you? Why don't you go? Don't you want that piece of business? Perhaps it is some distance away and the roads are in bad shape and you are putting it off for a more favorable opportunity, if so, the Royal Mail has not gone out of business. Drop a card to the prospective buyer stating that you will call on him at an early date. Set the date, if at all possible. If you set the date be sure and be there. Tell him not to close with other dealers until he has seen you as you may have something to show him that will be to his advantage. Therefore, a good maxim when you hear of any new business is to "Do it Now."

He Got Even.

The captain of a steamer was once filling up his crew for a long voyage, when a seaman came up and said: "I want to sail with you, sorr."

"All right, my man," replied the captain. "Where have you sailed before?"

"To Australia, sorr."

"What nationality are you?"

"An Oirishman, sorr," was the ready response.

"Well, you must get a character."

This was obtained, and as the Irishman was presenting it another seaman came up and said he wanted to join.

"What line were you on before?"

"American, sir."

"What nationality?"

"English, sir."

"All right, go forward."

Shortly after, as the two were swilling the decks in a heavy sea, the Englishman was swept overboard, bucket and all.

Unmoved, Paddy finished his work, and then went to the captain's cabin.

"Come in," responded that officer, in answer to his rap. "What's up now?"

"You remember Bill Smith, the Englishman?" queried Pat.

"Certainly, my man."

"You took him without a character,"

"I believe so. What of that?"

"Well, sorr, he's gone overboard wid your bucket!"

The Manufacturers' Association has forwarded a resolution of thanks to Sir William Mulock for the reduction of the postal rates to Mexico.

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Every One Sold Will Sell Another.

ONE OF OUR MANY STYLES.

Bone Dry Material.

Expert Workmanship.

Up-to-Date Finish.

Patent Removable Bottoms in all Buggies. Send for Catalogue and prices, or when in Winnipeg call and see us at our new warehouse, corner King and James Streets.

A. C. McRAE, Agent for Manitoba and Northwest Territories, Winnipeg, Manitoba.

Put Yourself into Your Work.

If you would have work count for something, put yourself into it; put character, originality, individuality into everything you do. Don't be satisfied to be an automaton. Determine that whatever you do in life shall be a part of yourself, and that it shall be stamped with superiority. Remember that everything you do of real value must have the impress of yourself upon it, and let that be the evidence of excellence and superiority.

You will find that devotion to your work will pay. Superiority of method, progressiveness, and up-to-dateness, leavened with your own individuality, are permanent.

Do You Follow?

That a trade paper can be of great worth to the line of business it represents goes without comment and its worth can be measured in proportion to its use. By this it is not meant the total issue printed and circulated altogether, but the total number of its interested readers. This information cannot be easily obtained, but it is a well-known fact that a trade paper has vastly more readers than subscribers. There are several reasons for this. One reason is that a tradesman who thinks he cannot afford to subscribe for one of his trade papers will borrow his neighbors. He is like the man without a watch. He wants to know the time, and to learn it he must consult the watch of another man. Another method by which extra readers are gained is through the proprietors or managers of establishments. They realize the worth of a paper akin to their business, and will often pass their trade papers around among their employees. Some firms go further and will subcribe for a dozen or more of these papers and distribute them among their employees. They do this because they want keen, bright, well read men behind their line of business, and the trade reviews sharpen these virtues. The public libraries also realize their value and are among the great patronizers of the trade press issues, and supply their shelves liberally with them. There they are read and re-read by a large number of trade people. Many expert tradesmen who have risen from the ranks will admit that they owe their success, in a large measure, to the keen interest with which for years they have followed the progress and policy outlined by the leading papers of the trade, of which they were a part.

—Trade Press List.

What Trade Journals Do

Trade journals have come to stay. Business men recognize their value. The postoffice officials cannot suppress them by unfair discrimination, for they disseminate views of vital interest to the commercial world. They advocate new ideas that are valuable to their readers. They unsparingly criticize and expose trade evils. They put men in close touch with each other to the benefit and profit of both. Their value and their usefulness to the commercial welfare and business interests of the country cannot be questioned. — White's Class Advertising.

Big Increase in Railway Mileage

The railway department has completed the compilation of the railway statistics up to June 30, 1904; the mileage of steam railways in Canada on that date was 19,611, compared with 19,077 in 1903, an increase of over 500 miles. The paid-up capital, including Dominion, provincial and municipal subsidies, was $1,186,646,918, compared with $1,146,550,769 in 1903, or an increase of nearly $40,000,000. The gross earnings were $10,219,436, an increase of $4,154,909; working expenses, $174,563,162, an increase of $7,081,638.

The net earnings were $25,656,274, a decrease of $2,926,729 over 1903. There were 23,640,765 passengers carried, an increase of 1,492,023; freight, 48,097,519 tons, an increase of 724,102 tons. Twenty-five passengers were killed, as compared with 53 in 1903.

Dominion Exhibition for New Westminster, B.C.

Owing to the strong representations made to the Dominion Government by the members from the Province beyond the Rockies, it has been decided to give New Westminster, B.C., the sum of $50,000 for exhibition purposes this year. This amount will be spent along the same lines as at the Dominion Exhibition held here last year, viz., in increasing the prize lists, in supplying expert judges, in assisting other provinces to make exhibits by granting rebates on freight rates, in erecting new buildings and in generally making the exhibits larger and more educational.

Canadian Carriages in Australia

Mr. D. H. Ross, the Canadian commercial agent at Melbourne, Australia, writes as follows in regard to "Canadian Carriages in Western Australia": Recent advices from Freemantle and Perth indicate that the first shipment of Canadian carriages to Western Australia has given every satisfaction. The company, which handled these goods, is hopeful of largely increasing the trade by having vehicles built according to the specifications required by that State. As pointed out in previous reports there is a fine carriage business to develop in Western Australia, and another importing concern at Freemantle has been supplied with carriage catalogues, which I had available at this office, as they urgently required them."

Definitions of a Baby.

A London paper offered a prize for the best definition of a baby. The last one of the following was the winner:

"A bachelor's horror, the mother's treasure, and the despotic tyrant of the most republican household."

"The morning caller, noonday crawler, and midnight bawler."

"A native of all countries, who speaks the language of none."

"A few inches of coo and wiggle, writhe and scream, filled with suction and testing apparatus for milk, an automatic alarm to regulate late supply."

"A little stranger with a free pass to the heart's best affections."

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Don't Neglect Business.

To neglect business is to reject success. There isn't anything else for it. The man who is careless about his appointments, lavish in his promises, and negligent in keeping them, whether he be preacher, teacher, merchant or roustabout—and one calling is as honorable as another, provided the man that fills it is as honorable as the other—is doomed to failure. The sooner we realize this and mend our ways, or stand aside and make room for another, the better will it be for all.

Men are full of fault-finding. They are ever ready to blame others for their failures. They believe if they could just have things to their liking they would do such wonders! But, really, no man ever succeeded who was able to travel all the distance from start to finish in an automobile. No man could get up enough ambition to succeed in anything on a bed of roses. There might be roses bordering the path of success, but it's the thorns that spur a man on. He feels them, while he does not even see the roses.

Success cannot easily be won. No man ever did win it easily, and no man ever will win it easily. It doesn't grow on low, hanging bushes.

The man who is always grumbling, is always fumbling. While he is complaining of this difficulty and that, and bemoaning his lot, somebody else by his side is working out problems and surmounting difficulties far greater than his. And without a whimper!

Why, bless you, it never was intended that man should live without having something to overcome. Life wouldn't be worth living if there were no trials to test and give us more strength and courage. All trials are blessings.

We plead for more grace, more faith, more love; and neglect to exercise what we have! Go ye to a professional gymnast and ask him to increase your muscular power, your agility and bodily grace. Will he tell you to go home and what you ask for will be sent you by special carrier? Not much! He lays out a course for you to follow that compels you to exercise—exercise — what you've got. You can get no more until you do. Thus we find it in all of the faculties of the brain and heart. We grow strong in the thinge we exercise. That is why obstacles make for success. Each gives us strength for the next.

—H. M. Walker.

Two Sides to a Question.

A large delegation of lumbermen, organized by representatives from British Columbia, waited on the Dominion Government on the 7th inst., with a view to having a duty of $2 per thousand placed on all rough lumber coming into Canada from the United States. British Columbia lumbermen specially complaining that unless a higher protective duty is placed on the rough material that the mills of the Pacific Province will be forced to go out of business. The Premier promised the delegation that the matter would have the most earnest consideration of the Government, and stated that he was much impressed with the views presented by those present.

No sooner was it announced that such action had been taken by the lumbermen of Canada than the Grain Growers' Association of Manitoba, in session at Brandon, passed strong resolutions endorsing the Govenrnment's present policy, pointing out the direct loss that would accrue to the settlers of this Province and to the North West Territories if a duty were placed on rough lumber. They also recommended that the present duty on dressed lumber be removed. They gave as the principal reason for this that as Canada is a lumbering country there ought to be no reason in the world why Canadian lumbermen should fail to be able to meet outside competition.

Munificence.

We note from a recent issue of Farm Implements that Mr. S. E. Davis, President of the Monitor Drill Co., of Minneapolis, Minn., has again shown his interest in the welfare of his employees in a tangible manner. At the Company's annual meeting he made an outright donation of $28,000 for the benefit of his workmen. To all who were fifteen years in the service of the Company a present of two shares of stock was made, and to all who were employed between twelve and fifteen years one share was allotted. In this way twenty-five workmen shared stock to the amount of $3,000. Besides this, Mr. Davis personally transferred stock to the value of $25,000, bearing interest at 6 per cent, for the establishment of a permanent fund for the benefit of employees in need of assistance.

The Quick Lunch.

Who can write the life tragedies that may be traced to the "bolting" of lunches at "quick lunch counters?" Yet it would seem that even a "quick lunch" is becoming too slow for us. Recently we saw a sign in the window and over the door of a New York restaurant, announcing "The Quicker Lunch." "The quickest lunch" will probably soon follow. Indeed, many young business men do not take time even to go to a lunch counter. They have luncheon brought to their offices, where they talk business while they dine.

Has life become so rapid that a man can not take time to eat? Is it possible that he can allow himself only ten minutes for luncheon; and that, even while eating, he can not take time to smile, or to turn off the steam, but must keep the throttle valve of his thinking machine wide open — planning, planning, thinking, thinking?

We have become mad in the matter of dollar-chasing. Not long ago a business man was heard to say that his partner, who had recently married, "took his wedding trip on an elevator in a New York sky-scraper." It was the only time he felt he could take to celebrate such a minor affair as his marriage!

A man can not be normal, and can not reach his best while living at such a high rate of speed. We can not, under existing conditions, attain that exquisite poise of character, that mental balance, and that harmonious bearing which should distinguish a great people, of a highly civilized race.

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You never find counterfeits in nature.

This explains why the farmer is known as the shrewdest of all buyers. His occupation, his close association with nature year in and year out has taught him to abhor counterfeits. He steers clear of them especially when it comes to purchasiug farm machines or implements. He wants the very best; he demands that a machine possess the merits claimed for it; it must be exactly as represented.

If a buyer should ask you what features determine the value or usefulness of a machine, you would answer; the quality of the material and the method of construction.

You as a business man, Mr. Dealer, realize that a machine possessing these features must have behind its manufacture vast resources. The manufacturer must be in a position to purchase or produce the very best quality of raw material. He must be in a position to transform this raw material into finished product according to the most improved methods of manufacture, which means that he must employ experts, to supervise every detail of manufacture, and modern machinery of every description to perform the various operations in the shortest possible time and in the best manner.

The great plant at Hamilton, Ontario, where Champion, Deering and McCormick machines are manufactured, is known as the most perfectly-equipped industrial plant in the world for the manufacture of harvesting machines. That is why Champion, Deering and McCormick machines possess a quality which cannot be excelled, and that is why the Canadian farmers demand an output which is almost greater than this immense plant can produce.

The vast resources of the manufacturers of these machines are a protection for you; a guarantee against inferior quality and cheap workmanship.

When you sell a Champion, Deering or McCormick, you sell quality of the kind that satisfies your trade.

PERMANENCY ENSURES CONTINUED SUCCESS.

Farm machines and implements are not bought for a single year, but for use during many years. Consequently, it is essential, not only that the trade may obtain repair parts quickly, but that they may be certain of securing them no matter how many years their implements last.

The permanency of the International Harvester Company of America is your guarantee, Mr. Dealer, that whenever you sell a Champion, Deering or McCormick machine you, will be able to furnish the repair parts quickly and certainly.

In other words, the permanency of this great company protects you and your trade.

STABILITY ENSURES THE MOST IMPROVED FARM MACHINES.

A house built upon the sands must fall. You know, Mr. Dealer, that if you would prosper you must cater to your trade. Unless you endeavor to meet the demands of the farmer, you are building a house upon the sands.

Stability comes with public endorsement. Public endorsement is the reward of merit.

The immense plant at Hamilton, the vast capital invested, and the world-wide and complete selling organization which puts Champion, Deering and McCormick machines before the farming world, are indications of a stability not possessed by any other concern in the world devoted to the manufacture or sale of harvesting machines and implements.

You see, Mr. Dealer, this rmarkable stability behind Champion, Deering and McCormick machines is the safest guarantee in the world that you will always have the very best machines to sell that human ingenuity can manufacture.

Mr. Dealer: Satisfy your trade and your trade will satisfy you.

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Binders,	Reapers,	Binders,	Reapers,	Tedders,	Smoothing Harrows,	Lever Smoothing
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Plows of All Kinds

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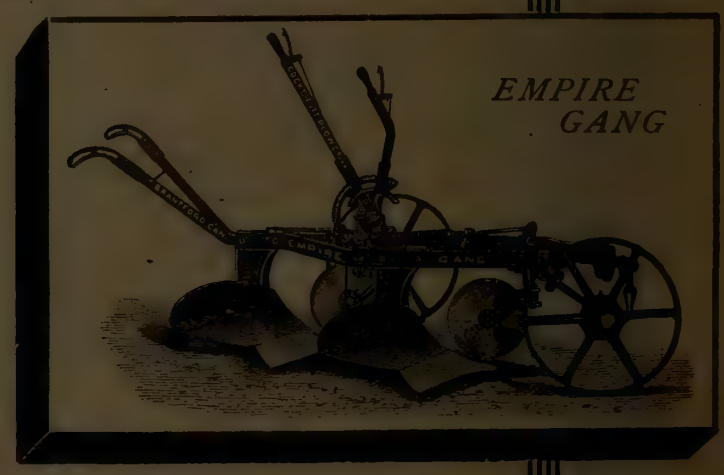

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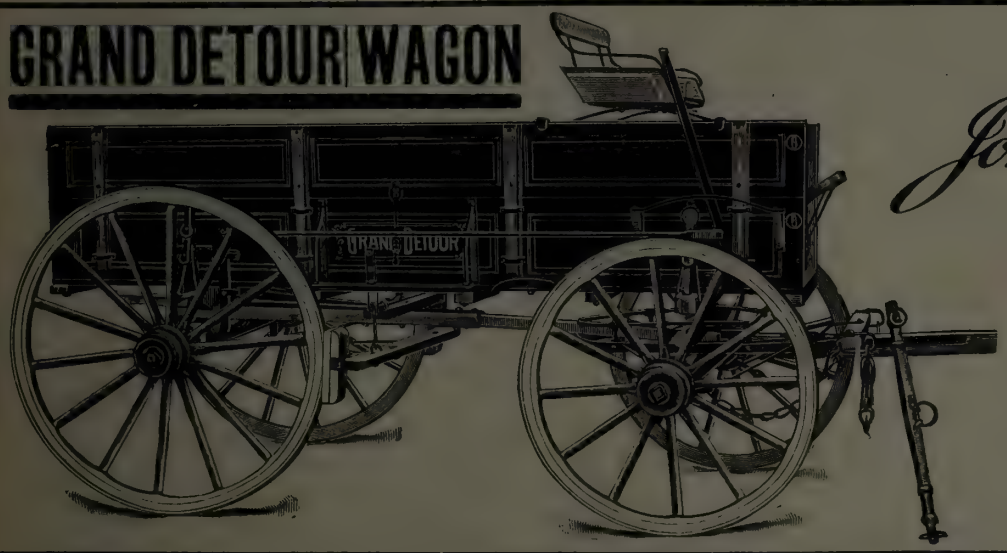

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WHAT USERS SAY ABOUT THE

BLICKENSDERFER

LE ROY PELLETIER, Special Correspondent of the New York Times, says:—"I went into the Klondike in 1897 taking my "Blick." With me there were two other correspondents, they each taking one of the larger machines, neither of which could stand the rough usage Thus my machine not only did my own work but the work of my brother correspondents as well. In 1898 I was President of the Yukon Mining Exchange, and the little "Blick," did all the work of the establishment, which handled nearly all of the mining property that was transferred in Dawson that year. I refused $300.00 for the machine. It has never been repaired during the four years which I have owned it." ——— Why pay $125.00 for a typewriter when I will sell you our No. 7 office machine for $55.00 or our No 5 Portable and Office machine for $40.00? If you require a typewriter let me hear from you. I can interest you.

C. C. MACDONALD, P.O. BOX 549, WINNIPEG

GALVANIZED STEEL SHINGLES
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Building Materials of every Description in SHEET METAL

SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

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When writing advertisers, kindly mention Canadian Farm Implements.

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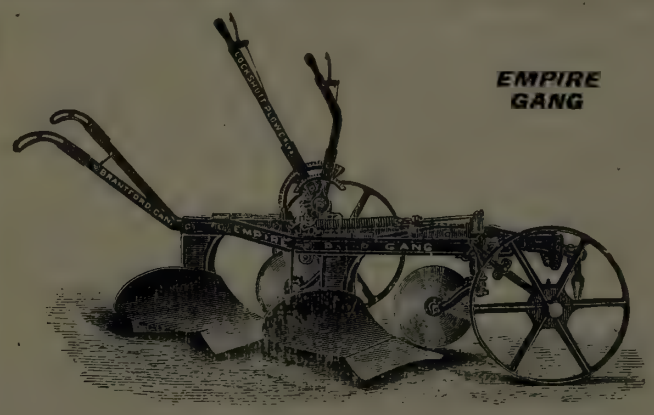

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This is the Empire

The Strongest and Best Working Light Gang Plow on the Market. Will clean in any soil.

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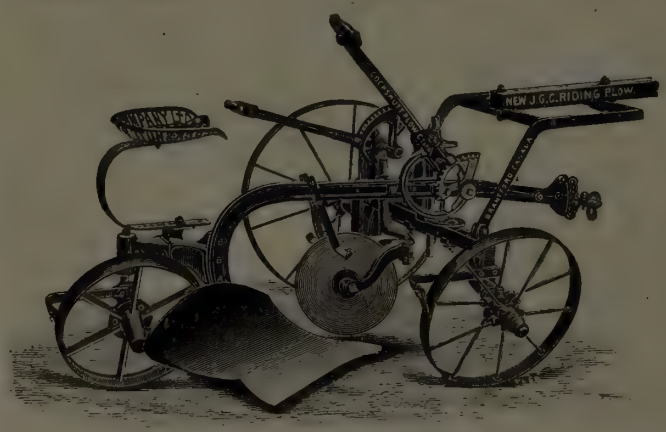


NEW J. G. C. SULKY

NEW J. G. C. SULKY PLOW

The most popular Sulky Plow in Canada.
Has many improvements for this season.
For Breaking this Plow Cannot Be Equalled.

COCKSHUTT PLOW CO., Ltd.

Factory, Brantford. **WINNIPEG.**

CANADIAN FARM IMPLEMENTS

Vol. I, No. 3. WINNIPEG, MAN., MARCH, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c.

Our Critics.

Criticism is the lot of every new effort, no matter what line that effort may take. It is either favorable or unfavorable. There is scarcely any medium in criticism. It is like the Irish politician's saying:—"Are you 'wid us or agin us?"

That is just where critics stand. If they are not "wid you," they are "agin you."

It has been our fate, seeing that we started Canadian Farm Implements, to bunt right into a bunch of criticism but, so far, it has been of the most favorable sort, and we feel that, in order to show our proper appreciation of those who commended our efforts, that we should publish them for your benefit.

We do not wish to "blow our own horn" as we feel that the following pointed paragraphs will ably do that for us.

Canadian Farm Implements is a new journal published at Winnipeg, Manitoba. It is a very creditable publication, and we wish it success. —"The Plow Share," Omaha, Neb.

Canadian Farm Implements is the name of a new publication, the initial number of which has come to us from Winnipeg, Man. It is a healthly-looking youngster and creditable to the publishers and editors in every way.—"Implement Age," Philadelphia, Pa.

Canadian Farm Implements is the name of a new publication issued in Winnipeg, with F. D. Blakely as the directing spirit. Farm Implements is intended to be a medium of communication between manufacturers of farm implements and agents engaged in selling them. If the new paper does not fulfil its mission, it will not be for lack of energy and enterprise on the part of Mr. Blakely.—"Weekly Sun," Toronto, Ont.

The trade papers of Winnipeg have had an addition to their number in Canadian Farm Implements, the first issue of which has just appeared. Mr. F. D. Blakely, late of the Nor'-West Farmer, is president and manager of the publishing company. The new publication starts out with a generous volume of advertising, and has a prosperous and enterprising appearance. It is to be published monthly, and it declares itself to be "devoted to the interests of dealers in and manufacturers of agricultural implements and vehicles.—"Free Press," Winnipeg.

Canadian Farm Implements is the name of a new implement trade journal published monthly at Winnipeg, Man. The January number, issued last week, makes a creditable showing in all respects. The publishers are F. D. Blakely and P. G. Van Vleet. Mr. Van Vleet is well known to the trade as publisher of the Canadian Implement and Vehicle Trade, of Toronto, one of the best papers of its class.—"Farm Implement News," Chicago, Ill.

The initial number of Canadian Farm Implements, Winnipeg, Canada, is before us. If the subsequent numbers are as well patronized as this one, its promoters have selected the proper place for its headquarters — the Union Bank Building—where they can drop the cash down a chute to the strongbox. The new venture starts out full of advertising and chock full of interesting matter and will prove a valuable factor to the dealers in farm machinery in King Edward's Dominion. It is a monthly of the regulation size and its subscription price is fifty cents a year. F. D. Blakely, an old newspaper man, is president and manager, and P. G. Van Vleet, of the Canadian Implement Trade, of Toronto, is vice-president. —"American Thresherman." Madison, Wis.

The first issue of a new monthly journal, Canadian Farm Implements, has been received by The Telegram and proves to be a first class initial number. F. D. Blakely, so well-known from his eight years' connection with the Nor'-West Farmer, is the president and manager of the company by which the journal is published.

Canadian Farm Implements has its headquarters in Winnipeg, and is to be devoted exclusively to the interests of dealers in and manufacturers of agricultural implements and vehicles. A glance through the pages of the first issue shows that no pains have been spared to provide excellent reading for those connected with the line of business to which the paper is devoted.—"Telegram," Winnipeg.

The initial number of "Canadian Farm Implements" has been received, published at Winnipeg, Manitoba, Canada, by F. D. Blakely and P. G. Van Vleet. It is a handsome journal from cover to cover, contains live reading matter and is well patronized by advertisers. That it will be a success is evident from the fact that "Van" is at the wheel—an old experienced trade journal man, who knows how to steer the journalistic ship into smooth waters. Success to the new venture is our hearty wish.—"The Implement & Vehicle News." Cincinnati, Ohio.

Canadian Farm Implements is the title of a new monthly trade paper published at Winnipeg, Manitoba, by Canadian Farm Implements, Ltd., which is F. D. Blakely and also P. G. Van Vleet, of the Canadian Implement and Vehicle Trade, of Toronto. The paper will be devoted to furthering the interests of manufacturers of and dealers in farm implements and vehicles, and the initial issue just received is a bright and well printed paper that gives bright promise for future issues. It is in the hands of men who have already achieved marked success in the implement trade paper business, and the success and healthy growth of the new venture is assured.—"The Threshermen's Review," St. Joseph, Mich.

A NEW CANADIAN BROTHER.

Far to the north, where the groundhog nestles close to himself to keep warm and where the thermometer mercury sticks close to the bulb throughout the winter, a new implement journal has been born. It is known as "Canadian Farm Implements." It is a monthly, is published at Winnipeg, Man., and its officers are Mr. F. D. Blakely, president and manager, and Mr. P. G. Van Vleet, vice-president. It states "it does not come to fill a long-felt want." That's good. It has come because it believes there is a field there for a trade paper. That's better. Here's hoping that the new journal editors get three square meals per day and enough coal to keep the winter fires going. This they undoubtedly will if they maintain the standard of the first number.—"Farm Machinery," St. Louis, Mo.

"Canadian Farm Implements" is the name of an implement monthly that has just been started at Winnipeg, the first number being sent out in January. The journal is published by Canadian Farm Implements, Limited, with F. D. Blakely as president and manager. Mr. Blakely has had considerable experience in newspaper work, having for several years been on the business staff of The Nor'-West Farmer. He is possessed of a great deal of energy, and with the Canadian West as a hitherto unoccupied territory in the line of journalism that his company is to follow, the venture should be a successful one. We note that in the editorial announcement of Canadian Farm Implements the estimate is made that about eight million dollars is each year spent by Western Canadian farmers on farm implements. The typographical appearance of the issue in our hands is very attractive. The journal contains 24 pages and has a liberal patronage of local advertising.—"Nor'-West Farmer," Winnipeg.

Our New Neighbor.

"Copies of the January and February issues of the "Canadian Farm Implements," a new monthly implement trade journal published in the city of Winnipeg, Manitoba, have reached our exchange desk. The initial numbers are decidedly interesting and ably edited. Messrs F. D. Blakely and P. G. Van Vleet, well known Canadian journalists, are at the helm and will, we are sure, pilot the new, sturdy craft, safely past the rocks and shoals of the business seas, into the harbor of success."—North-west Implement Trade, Fargo, N. D.

TO OUR FRIENDS ONE AND ALL.

Believing that the development of Canada in the near future will be beyond precedent in the history of nations, and that especially in the great agricultural North-West, the gain in volume of the business in the lines we are connected with will continue to grow and advance, and that the City of Winnipeg, that wonderful city of the North-West, is destined to become the great centre of all America for the distribution of agricultural implements, and in the effort to better cater to the wants of the dealer in implements of all kinds, we succeeded in inducing Mr. F. D. Blakely, a gentleman long and favorably known to the trade, through his connection with The Nor'-West Farmer, to join us in the publication of "Canadian Farm Implements," a monthly trade paper for dealers, the first issue of which was presented to our friends and patrons last month, and for which we ask the friendship and support of the dealers in, and manufacturers of, implements in our great and growing country, and especially Manitoba and the Western provinces.

In publishing this paper from Winnipeg, in connection with the "Canadian Implement and Vehicle Trade," from Toronto, we will try hard and earnestly to build up and strengthen the dealer and the trade all over Canada, and in every way possible to advance the interests we are identified with.

We thank you one and all for the generous support you have given us in the past and will try hard to merit a continuance of your valued favors in the future.

P. G. VAN VLEET, *Editor,*
"Canadian Implement & Vehicle Trade," Toronto.

The second issue of Canadian Farm Implements has reached our desk. The pace set by the first number was by no means lost sight of, with the result that a clean, well edited, business-looking journal has been given to the implement dealers of Western Canada. Canadian Farm Implements is the only exclusive dealer's paper in Canada West, and as such should receive their hearty support both by word and deed (subscriptions). Mr. F. D. Blakely, who is president and manager, is to be complimented upon the success of his efforts.—Canadian Thresherman, Winnipeg.

Name Wanted.

We received one of our return subscription post cards from a reader at Dominion City, Man., on which he failed to place his name, consequently we do not know from which of our readers, at that post office, the card came. We would be glad to have the sender drop us another card, giving name, and requesting that we mail our paper to him.

Trouble for Standard Oil Co.

It appears as if a determined and united effort is about to be made to curb the power of the Standard Oil monopoly. The State Legislature of Kansas has, as previously reported, adopted a bill for the creation of a State refinery to compete with the great private monopoly, and has followed this by active measures to put the new law into effect. In addition to this, similar measures are proposed in Iowa, Colorado, Texas, and Missouri, while 17 Western States all told have asked for a copy of the Kansas bill for the creation of a State refinery.

The National Congress has also moved. The House of Representatives has unanimously adopted a resolution calling upon the Secretary of Commerce and Labor to investigate the cause of low prices of crude petroleum in some parts of the United States and the wide margin between crude oil and finished petroleum. Steps have already been taken for the purpose of beginning this investigation.

Out of the discussion of the specific subject something else has followed, a recognition of the absolute necessity of effective control of all great private corporations and the growing belief that the only means of effective control will be found in public ownership. At a recent banquet of the Merchants' Club of Chicago, the Democratic Governor of Minnesota and the Republican Governor of Iowa joined in declaring that if competition is to be suppressed through private monopoly the feeling in favor of public ownership must grow.

It is no wonder that public opinion has been aroused. A year ago the Standard Oil Company was paying $1.04 per barrel for crude oil; during the last twenty-two months, within each period Kansas production has shown wonderful development, the prices have been dropped to 48c., and the Standard Oil monopoly, by reason of the monopoly heretofore enjoyed, has received for itself the entire benefit of the difference between 48c. and $1.04.

"Good Man---Good Fellow."

"After all we say and do, we find there comes to us a satisfaction in dealing with the man who understands his business. We may give our trade to the Good Fellow for awhile, but finally the man of merit wins.

"Time was when Good Fellows got most of the orders. They got their customers full and had high old times, but the business man who has to go out for a 'high old time' with a 'good fellow' when he wants to give an order will 'bust' nine times out of ten. We are getting wiser, and 'business is business' with people who know their business.

"The man who is earnest, keeps a clear head and studies his business is the man who has a competence when he is fifty.

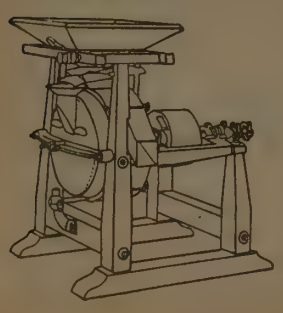
"The good fellow at fifty is a 'has been' and works for the other man as shipping clerk for $40 a month.

"Good fellows are found mostly where there is eating, drinking and gaiety, and are usually employees, not employers. Good men are to be found wherever there are great undertakings and great requirequirements. Be a 'good man,' not a 'good fellow.'" — The Star Monthly.

A GOOD THING!

Most of us are after the Good Things of life. Here are Three of them:

CHICAGO AERMOTOR WINDMILLS
PORTABLE STONE GRIST MILLS
WELL DRILLING MACHINERY



Our Goods are Sold through Agents on Commission. One Agent recently cleared nearly $200.00 in a single month on our lines alone. This is possible for YOU, and we trust that You are sufficiently interested to write us about it.

E. E. DEVLIN & CO, WINNIPEG, MAN.

"The Windmill Men of the West."

Threatened Shortage of Gasoline.

The Iron Age, a prominent United States trade paper, has the following to say regarding a probable shortage and increase in price of gasoline:—

The Standard Oil Company is sounding a note of warning to makers, sellers and users of gasoline engines, stoves, launches and automobiles. The warning is to the effect that the phenomenal increase in the consumption of gasoline for heating, lighting and power purposes will inevitably lead to a shortage and higher prices. Only a few years ago gasoline was an almost unsaleable by-product of petroleum, and in line with its policy of creating a demand for slow selling products that company fostered and stimulated the manufacture and sale of gasoline stoves. Then came the gasoline engine, and on its heels the automobile, followed by extensive systems of domestic and municipal lighting by gasoline. Three or four years ago the Standard Oil Company, reading the future in the conditions already existing, began to warn the public that the supply of gasoline would soon be inadequate to the demand. But this warning has been largely dismissed by the trade and the public at large as only another "Standard Oil scheme." Fortunately, the supply of petroleum has recently been greatly increased, or the threatened shortage might have become a fact.

In refining crude petroleum only from 8 to 10 per cent. of naphthas is produced, depending on the gravity of the oil. From these naphthas only about 50 per cent. of gasoline can be obtained, so that the maximum production of gasoline is limited to an average of 5 per cent. of the crude oil refined. But the actual production of gasoline is limited in other ways. As soon as the refiners discover that they are glutting the market on the principal petroleum products — kerosene, paraffine and lubricating oils—they cease refining. It is stated that this condition is imminent, as there has already accumulated, a very great surplus, particularly of refined oil, and the refineries will not continue to make and store such surplus for the sake of producing the small percentage of naphthas, no matter how great may be the demand for this class of product.

The immediate remedy for the excessive demand for gasoline is likely to be sharp advances in price until the price becomes prohibitive for ordinary purposes, the high prices been maintained until the production can catch up with the demand and an equilibrium be restored. Another remedy which is being strongly exploited by the Standard Oil Company is the manufacture and sale of stoves that burn kerosene instead of gasoline. The manufacture of oil burning engines, in which the oil is vaporized in hot tubes and the resulting gas exploded similar to the gasoline engine, is also receiving the encouragement of that company. Efforts are also being made to perfect oil burning automobile engines. Makers of gasoline lighting systems for homes, stores and towns are charged with working the greatest damage in proportion to the success of their operations, because every system they install reduces the consumption of the too plentiful kerosene and substitutes for it a product that cannot be made without producing six or seven times its volume in the kerosene which it displaces. Here, too, earnest missionary work is being done.

Every manufacturer of gasoline stoves, engines and lamps will have to decide for himself how much truth is in the Standard Oil Company's warning, and every jobber and dealer who has now in stock machines and devices whose sale depends on the ready supply of gasoline at a low price will have to do the same. The promises and conclusions seem to be sound and logical, and the subject is certainly worthy of careful study.

Fairbanks Co. Reorganize.

On the 15th day of March, the Canadian interests of The Fairbanks Company of New York City, passed into the hands of a new organization which is now known as The Canadian Fairbanks Company Limited, who have branches in Toronto, Winnipeg and Vancouver, and headquarters at Montreal. The company will manufacture Fairbanks standard scales, valves, engines, etc., and as soon as the weather permits a factory will be erected in the east for the above purpose. The business heretofore carried on in Winnipeg will continue as usual, and the officials on being interviewed state that everything points to a very satisfactory year. The leading lines handled by the company are scales, valves, mill supplies, machine tools, plumbing supplies, pipe and fittings, and the company have a large trade throughout Manitoba and the North West Territories.

Fairbanks Standard Scales

The quality of a Scale is not in question when the name FAIRBANKS is used. All the wheat shipped out through Fort William and Port Arthur is bought on FAIRBANKS Weights. The acme of scale building is only obtainable on FAIRBANKS' SCALES.

The Canadian Fairbanks Company Limited

Montreal Toronto Winnipeg Vancouver

Address the nearest House to you for particulars.

GOOD RESULTS

Are always to be had from the use of

FIRST-CLASS IMPLEMENTS.

BRADLEY U.S.A. BEAM HITCH GANG.

Beams strong, will not bend in hard plowing.

Built same as XX Rays, but Beam Hitch. Wide roller bearing.

Foot Lift
High Lift
1000-mile Magazine Hubs

THE BRADLEY U.S.A. BEAM HITCH FOOT-LIFT GANG PLOW is Strictly First-Class. It Does More Than is Claimed For It!!

Our **XX-RAYS FRAME HITCH GANG** has many friends in Canada, but some prefer a Beam Hitch. The U.S.A. Beam Hitch is practically the same Plow, only it is made Beam Hitch—the Beams rest on our Patent Stop on the Frame, making wheels carry the load—doing away with all Friction on Bottoms. Ask for Circular and Prices and Terms.

When in Winnipeg, come and look over our Line. If your dealer doesn't sell our Implements, let our Canadian Representative know it. He'll look after your wants.

DAVID BRADLEY MFG. CO.

Cor. King and James Sts., WINNIPEG, Man.
M. J. MILLER, Canadian Representative.
Home Office and Factory, Bradley, Ill., U.S.A.

Increased Prices for Implements.

We notice in a recent issue of Farm Implement News the following article regarding increased prices in the cost of farm implements and machinery for next season. Owing to the fact that the manufacturers contract for the raw material they require from one July to another, there is no immediate likelihood of any change in prevailing prices, but, as soon as their present contracts are fulfilled, the prospects are that they will be forced to increase the price of implements and machinery in order to compensate for the increased cost of material.

The article is as follows:—

Already the manufacturers are beginning to sound the market for 1905-6 contracts and some business has already been closed for that period at present prices from manufacturers who believe that still further advances are likely to be made. This is particulaly true in pig iron and quite a number of implement and vehicle makers are already entering into contracts for their supply of pig iron for the last half of 1905. No maker has thus far bought any pig iron for 1906 delivery. A very heavy buying movement in pig iron is in evidence and there is every probability that the tonnage booked during the first ten days of March will be greater that at any similar period in the past. Pig iron now being bought is costing the consumers on an average of $3 a ton more than the pig iron that entered into the implements now being made for this summer's use.

INCREASED COST OF IMPLEMENT MANUFACTURE.

Take it all in all, the raw materials that enter into the manufacture of implements for 1906 will average anyway $3 a ton higher than the cost of the same materials for 1905 machines. And there is a possibility that such manufacturers as delay the purchase of their materials will find their costs increasing in still greater ratio. This is one of the heart-breaking features of implement manufacture. The manufacturer has to buy his materials four or five months in advance of the time they will find their way into his machines and nearly twelve months before these machines are on the market, and he is sorely troubled to know when to buy and when to delay buying. The implement maker to-day, for instance, knows that the materials he will buy now will cost him $3 or $4 a ton more than the materials he bought last fall, and there is a chance that he may not be able to secure any more money for his next year's product. At the same time he fears to delay purchases any great length of time, because there is a possibility on a market like this that prices may still further advance. About three years ago, for instance, pig iron was quoted $7 higher at Chicago than even the present prices, which are looked upon as high, and the man who delays buying is always confronted with the danger of having to pay some such fancy price as that. On the other hand, the manufacturer who places his contract now does so with fear and trembling that prices may fall and his competitors buy their iron at lower prices later on, putting him at a fundamental disadvantage in marketing his goods.

WHERE IS ALL THE STEEL GOING TO?

When one reads of the terrific rate at which the great steel works are turning out their finished products and the fact that the production and consumption of pig iron month after month breaks all records, and then looks over the field of the actual consumer in his own locality and sees that the consuming trade is only fairly active, he asks himself, "Where is all this steel going to?" This is a question that is being asked on every hand, and no satisfactory answer has yet been given, except that the country is prosperous and everybody is doing a little more business than he did last year in addition to doing a lot of business that was left over from last year. There is no doubt about the fact that jobbing foundries all over the country are rather quiet; that boiler shops and bridge shops, which are counted on to use a great tonnage of structural steel and plate steel, are anything but overworked, and that there is at present a sufficient surplus of skilled labor to indicate that shops are running by no means at their maximum capacity. Yet all the steel and iron that is being made by the big producers is going somewhere and is being paid for. How much of this buying movement is speculative, based on the storage of materials by the buyers against future needs, it is impossible to determine.

The Adjustment of the Cream Separator.

Keeping the hand cream separator in proper adjustment is a very important matter and one which the selling agent and the farmer should thoroughly understand. It will be the means of avoiding many misunderstandings and will cause less fault finding. Very often a cream separator may go out of working order and yet not be the fault of either the machine or the manufacturer, but, in nearly every case, that of the operator, who, either consciously or unconsciously puts the machine out of adjustment. It is a regrettable fact that too few operators ever look at the book of instructions, and, if they do, they fail to follow out the instructions given in it. Some operators appear to insist in putting a separator together in a totally different way from that originally intended by the manufacturer and designer. When this occurs and the machine goes wrong do not blame the manufacturer, but go to the book of instructions and follow the rules in it to the letter. Endeavor to remember that the maker spent years of hard study and thousands of dollars in the perfecting of the separator, therefore it is useless to try and make it run otherwise than he intended.

OILING.

Keeping the machine properly oiled is a most important factor in the results obtained. In many cases operators apply too much oil. This will put a separator out

SECURE the Agency NOW!

1905 will be another banner year in the cream separator business. Farmers and dairymen throughout the country are buying hand separators NOW.

Mr. DEALER, you want this business!

You can get it only by selling the machine which satisfies your customers. Your customers want the machine that yields them the greatest profit. That is, they want the machine that SKIMS THE CLEANEST.

The U.S. holds the World's Record

for close skimming. Many other unequalled qualities, combined with very extensive advertising in local and dairy publications in Canada, make the UNITED STATES the best selling cream separator. Write us and our traveler will arrange to call on you.

VERMONT FARM MACHINE CO., BELLOWS FALLS, VERMONT.

For the convenience of our customers we transfer to British Columbia points from Vancouver, B.C.; to North-West Territories from Winnipeg, Manitoba. Other transfer houses at Montreal and Sherbrooke, Quebec, and Hamilton, Ont.

ADDRESS ALL LETTERS TO BELLOWS FALLS, VERMONT.

of adjustment. Sometimes too little oil is used and many careless operators never apply any oil at all. The result is most unsatisfactory. We have a case in mind where a farmer used a machine for six days without oiling it. On the last run the gearing became heated and set. He straightway brought it back to the dealer and blamed the manufacturer for not knowing his business. Another case, reported to us on good authority, was as follows:—the operator had a can of maple syrup sitting alongside the oil can and in his carelessness oiled the machine with almost a gallon of pure, delicious maple syrup. The result was that when the gearing became heated the syrup "sugared off." The maker was blamed for this. While the machine is running all wearing parts of the separator must have a little oil and only a little. Only the very best cream separator oil should be used for the purpose. Mower oil will not do. The oil must be of the highest fire-proof test and the best will be found the cheapest in the end. A separator requires less oil of good quality than of poor. A cheap quality of oil will gum on the wearing parts and cause the machine to run hard. When this happens the machine will go out of adjustment. There is always a cause for an effect, so, when the operator complains of his machine not doing its work properly the agent should carefully investigate the matter and find out the reason of its being out of order. Nine tenths of the reasons he will find are due to the machine not being in proper adjustment.

CLEANLINESS.

Another cause of unsatisfactory results with the separator is dirt. Very often the cream separator upon examination will be found dirty. No machine in this condition can separate and skim milk properly. Frequently the cream and skim-milk outlets in the bowl will be found clogged, or the inlet to the bowl will be found stopped up with filth. This will prevent any separator, no matter what make, from doing the most perfect work. We saw a case last year where the inlet to the bowl contained two small white beans, two white beads, one blue bead and one yellow bead and the top from a glass sugar bowl cover; all of which were put in by the children. The result was that the machine did not work properly and the operator informed the agent to come and make it work or to take it away, with the additional information that he, the operator, did not believe the manufacturer had made the machine right. When the separator refuses to work because of dirt and is out of adjustment, the only course open is to clean it. The slightest matter will sometimes put a separator off its work, but if all parts are in their proper places there is no reason why the machine should not do its work properly. Often a gear wheel will become loose and will not be running true with the other wheels. In many cases this is due to the operator amusing himself by taking the machine apart and not getting it properly together again. An operator who follows this course, is like the man who took his separator apart on the Sabbath Day to see what it was made of, but he is unlike the man who took his clock apart and when he had finished putting it together again he found that he had enough wheels left over to construct a new timepiece. The operator got all the pieces back into their place but they were not properly adjusted, hence the reason why the machine did not work satisfactorily. When this happens the agent is called in and has to adjust the mechanism. The above facts have been set forth for the purpose of showing the agent who sells cream separators how machines give trouble and how easily they can be adjusted.

SETTING.

All cream separators must be set perfectly level, and on a firm foundation. A floor that will not shake when a person is walking on it, is, as a rule, satisfactory. The lag bolts that are supplied with every machine should be screwed into the foundation just firm enough to hold the machine steady. As a rule, the gearings of separators are in perfect adjustment when they leave the factory. The majority of manufacturers give each machine a thorough test before packing for shipment. It is not necessary to do anything with the gearing when setting the machine up, other than to see that none of its parts have shifted in transit. Learn the contents of the instruction book yourself, get your customers to do likewise, and you will have no complaints, hence no loss of time from this source, and you can devote all your opportunities to booming your business. A customer who is satisfied with a machine you have sold him will be the best advertisement you can have.

Mr. Dealer--

Have you the exclusive Agency in your District for a Cream Separator?

If not, why not?

There is Money for the live Dealer in a Melotte Agency.

Write us and we will tell you of recent improvements and special advantages of handling the Melotte.

The Melotte Cream Separator Co.

124 Princess Street, Winnipeg.

DE LAVAL SEPARATORS

THE WORLD'S BEST

It is accepted as an axiom by experts on centrifugal separation that so long as the patents on the "ALPHA DISC" and "SPLIT WING" exist, DE LAVAL SEPARATORS MUST LEAD THE WORLD. These patents embody the only perfected principle of milk separation and defy successful imitation.

OVER 600,000 IN USE

or ten times all other makes combined.

Awarded HIGHEST PRIZE at every INTERNATIONAL EXPOSITION for over a Quarter of a Century.

Write for Catalogue

The DE LAVAL SEPARATOR CO., 248 McDERMOT AVE.

Montreal Toronto New York **WINNIPEG, MAN.** Chicago Philadelphia San Francisco

Edmonton.

Edmonton sends her greetings to Canadian Farm Implements. The journal has an immense field of operation and that it may achieve abundant success in this vast field is the earnest wish of the implement dealers of Edmonton, the city of the far North West.

J. P. Minnhinnick, general agent of the Frost & Wood Company for Alberta, has been spending the past few days at Edmonton and other Northern Alberta points.

The Massey-Harris Company at Edmonton have sold their lots, corner Howard street and Jasper avenue, on which their warehouses stand, to the Merchants Bank. The Massey-Harris warerooms will be moved back to the rear of the block on Howard street. The price paid by the bank for the property in question is a handsome one and gives abundant proof of the stability of Edmonton real estate. The Merchants Bank will erect a magnificent bank building during the coming summer.

H. de Forge, representing the Waterous Engine Works Company, spent the past few days in Wetaskiwin and district.

C. B. Beals, of Kelly & Beals, Edmonton, agents for the Frost & Wood Co., returned on Thursday last from a trip to Brandon, Winnipeg and other Manitoba points. He went as a delegate to the Oddfellows' grand lodge at Brandon.

Thos. Irvine has recently severed his connection with the International Harvester Company at Edmonton to enter the real estate business.

As a large implement shipping centre, Edmonton bids fair to occupy a very important position in the near future. At the present time there is said, on the best of authority, to be more harvesting machinery transferred or sold from Edmonton and Strathcona than from all other points in Alberta together. But with the immediate construction of the Canadian Northern main line to Edmonton, construction of the Grand Trunk Pacific Railway east and west from Edmonton, the extension of the Calgary aud Edmonton line (C. P. R.) from Edmonton to Athabasca Landing, as well as the building of other lines less certain of immediate construction, Edmonton will hold a unique position in the implement trade, as the central shipping point in the largest agricultural district in the Territories, or more properly speaking, in the new provinces of Saskatchewan and Alberta.

Those unfamiliar with the Edmonton district will scarcely believe the immense distances which agricultural machinery is now being shipped overland from Edmonton. Binders, mowers, rakes, drills, disks and cream separators have been shipped by different Edmonton implement firms to Vermillion, in the as yet unopened-up famous Peace River country, eight hundred miles north of Edmonton. To the west for from thirty to sixty miles and to the north from fifty to eighty miles the country is fairly well settled and draws on Edmonton for heavy supplies of farm machinery. Again Edmonton supplies the Russian and Galician as well as the large English speaking settlements to the east to a distance of from one hundred to one hundred and fifty miles. A large part of this machinery so sold is shipped on rafts down the Saskatchewan to landing places adjacent to the settlements. Population is flowing in to this country and as the Edmonton district becomes more thickly settled, and even from now out, the implement firms must look to the establishment of large wholesale warerooms at Edmonton.

The Edmonton district is preeminently a dairying country, and the sales of cream separators in this district have been very large. The German settlements to the west pay particular attention to this branch of farming.

Edmonton implement firms will not push sales with the same anxiety to "get the goods out" as formerly. More attention will be paid to the standing of the proposed purchaser. This is a result of the rather hard times this district has experienced during the past couple of years and the consequent difficulty in collections.

Spring weather has been prevailing in this district for the past four weeks and a great deal of plowing and land cultivation has been done. Considerable wheat has been sown but numerous farmers whose lands are ready for the seed are waiting for the proper seedtime.

Very few large plows have been sold in this district this season but the sales of walking plows have been heavy.

W. J. Papst, travelling agent for the Robert Bell Engine and Thresher Co., spent a few days in Edmonton the middle of February. He secured an agency with Kelly & Beals for his line while in town.

Success Harrow Carts & Jenkins Hay Stackers

Two Splendid Additions to Your Line

SEE THIS HARROW CART BEFORE YOU BUY. FOLLOWS ANY HARROW AND IS LIGHT DRAFT.

24 inch Wheels

3 inch Tires

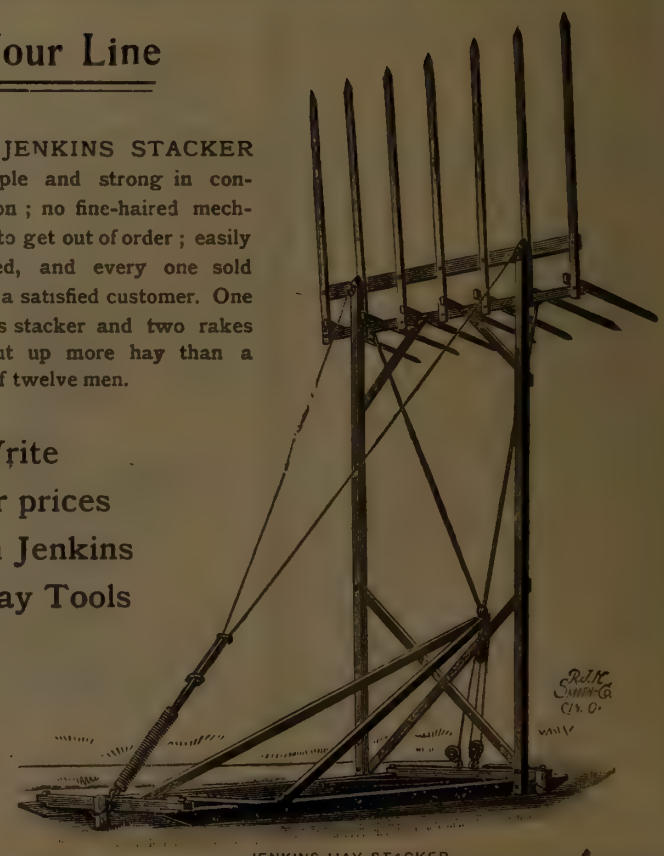
Strong and Durable

"THE SUCCESS"

Get the agency for the "Success" and you will "wear the smile that won't wash off." Order today.

THE JENKINS STACKER is simple and strong in construction; no fine-haired mechanism to get out of order; easily operated, and every one sold makes a satisfied customer. One Jenkins stacker and two rakes will put up more hay than a force of twelve men.

Write for prices on Jenkins Hay Tools



JENKINS HAY STACKER

Address all Communications to

CANADIAN MOLINE PLOW CO.

WINNIPEG :: MANITOBA

During the past few weeks the implement dealers of Edmonton have been shipping large supplies of farm implements to the smaller agencies throughout the country. The establishment of small agencies all over the district was commenced by a couple of the implement firms and, of necessity, the other firms had to follow suit.

The winter trade in this district this year was not up to the standard of last year. The spring trade however is opening up with much better prospects. There has been a heavy run on wagons.

All the implement firms complain of collections this year. The country has been thoroughly canvassed but ready money is very scarce. The partial crop failures of the last two years, and the heavy land speculation have resulted in a demoralization of the market. This winter has been a severe one on farmers. Prices for all classes of live stock have been and are at present away below the average, with the result that the offerings are very light, farmers not being willing to sacrifice their stock at the ruling quotations. All these causes have led to a stringency in the money market. The best that many farmers can do is to give implement dealers security for their indebtedness.

The contract has been let for the erection of the street railway power house and two miles of the street railway will be completed by September.

Everything points to a good year in the Edmonton district and farmers are very hopeful of a successful season. Real estate, city and country, is again on the rise.

Alex. E. May, agent for the J. I. Case Threshing Machine Co., returned recently from a visit to Brandon, Winnipeg and other points.

Regina.

Local implement dealers are busy looking after spring trade. The unusual early break up in winter has had the effect of getting the farmers to work and as a result the farm machinery and implement business is about a month ahead of former years.

One of the finest business blocks in Regina is that belonging to the Massey-Harris Co., which was erected last season for warehouse and office purposes. This building is about 90 by 190 and adjoins the C.P.R. They have shipping facilities for handling four cars at a time and are now rushing forward their spring goods so that they will be in the hands of the dealers at the earliest possible date.

The International Harverster Co. who, for a number of years have occupied offices in the Smith-Fergusson building, have recently removed to the Armour block on Broad street, where they are now nicely located and will endeavor to care for the wants of the implement men as in the past. No doubt during the coming season the company will give some attention to the warehouse question at this point, as their business is rapidly increasing and they find themselves decidedly short of warehouse room. At the present time the Regina Storage and Forwarding Co. act as transfer agent for them.

The J. I. Case Threshing Co. have a nice warehouse and office building on Railway street. It is about 75 by 150 and is of substantial construction. This is one of the busiest spots in town during the threshing season.

The Frost & Wood Co. also have a fine warehouse and office here, and, although not as large as the others, still owing to the progressive manager, Mr. Peter Cooper, the company's business is in a profitable condition and they are turning out a large quantity of goods.

The American Abell E. & T. Co. have a commodious warehouse here and they are getting a fair share of the business. Their "Cock of the North" outfit is a popular one in this vicinity.

The cutter and sleigh season is now over. Fine sleighing was enjoyed during the winter with the result that sales were fairly good. Dealers, however, continued during the winter to complain of collections being rather slow, accounting for this state of affairs by the fact that farmers are buying land and expect dealers to carry their paper.

Regina is fast becoming the chief distributing point for farm implements and machinery between Winnipeg and the Coast.

Building Permits.

Building permits issued in Winnipeg since the opening of the year, number 144; the total cost of these structures is estimated at $415,000, over double the amount compared with the same period last year.

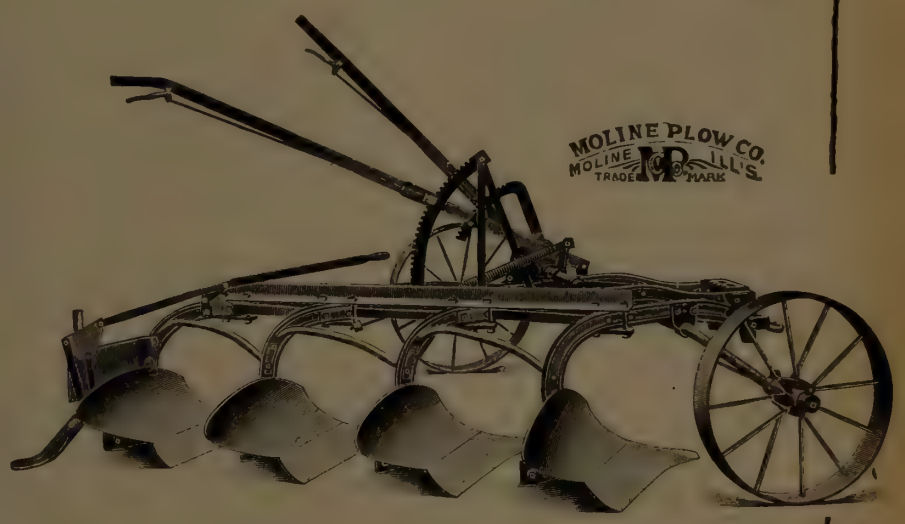
FLYING DUTCHMAN QUALITY.

BUY THE BEST.

The Flying Dutchman

Engine Gang Plow

Is another one of the good things in our line. It is easy to operate, it has double the strength of any plow we have ever sold, it is built for long service. Note the construction



Made in 12 or 14 inch, with 3 or 4 bottoms. Breaker or stubble bottoms furnished at purchaser's option. We use a direct, adjustable Beam Hitch. Our special circular describes it.

WRITE TO-DAY FOR PRICES.

We can deliver you the best ENGINE PLOW money can buy.

Get a FLYING DUTCHMAN and satisfy your customers.

Canadian Moline Plow Co.

Winnipeg, - - Manitoba.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

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This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President

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1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
Room 818 Hartford Building.
A. S. CORE - - - Representative.

WINNIPEG, MAN., MARCH, 1905

Co-Operative Harvesting Co.

The Toronto World, of March 8th, devoted the best part of a column to the affairs of the Farmers' Co-operative Harvesting Machine Co., and while Canadian Farm Implements have no facts concerning the matter, from this article, it would appear that the affairs of the company are in a somewhat hazy condition.

On March 8th, the annual meeting was held. W. C. Wells, the secretary, read the annual financial statement which gave the liabilities at $142,300 and the assets at $68,-856. Of the liabilities $132,650 is due to shareholders, $5,500 on bills payable and $4,000 on open accounts. Of the assets the plant at Whitby is valued at $11,230, material at $8,170, goods on hand $3,456 and unpaid stock subscribed by farmers at $46,000. Mr. McLaughlin, the former manager, is said to have questioned this statement, asking if it was not true that the company had received and spent about $75,000 in cash and owed $10,000, making $85,000 gone, but no one answered this question. It is further stated by eastern papers that for two hours the discussion was hot and excited. An official report was subsequently issued by Secretary Wells to the newspapers. In this statement appears the following paragraphs:

"At the annual meeting of the company, the report of the directors and the annual statement of the past year was submitted to the meeting. The only adverse criticism offered in regard to it was by J. F. McLaughlin, at one time managing director of the company, who a little over a year ago was forced out of the position of manager.

"Reports of the conditions of the company's plant and manufacturing interests were received and the shareholders expressed their satisfaction with the same."

In this report it was also claimed that "the company has paid spot cash for all its machinery plant and other purchases and has no outstanding liabilities."

To this report Mr. McLaughlin replied in the Toronto World, stating that he had not been forced out of his position but had resigned, his resignation being accepted and a vote of regret placed on the minute book of the company. In the World of the 13th March appears the statement that J. F. McLaughlin had written W. J. Hanna, provincial secretary, asking him to investigate the affairs of the Farmers' Co-operative Harvesting Machine Company, saying:

"In 1903 I obtained a charter from the Ontario government for the Farmers' Co-operative Harvesting Machine Company, Limited. I was induced by Joseph Stratford to undertake the organization by representations which I have found to be untrue. The waste of money, principally obtained from farmers, and the methods of the company generally, call for investigation on the part of those in authority."

The Montreal Witness of March 14th, commenting editorially upon the matter, says: "On the face of all this, it is certainly the duty of those well-known gentlemen who have been (Hon. G. E. Foster, Dr. Oronhytekha, Jos. Stratford, of Brantford, and others), and who are at present connected with the company to place the real state of the affairs before the country, not only for their own sake, but for the benefit of those shareholders who are said to have invested their money in an invention that was not yet perfected—which money was no doubt meant to have been used in the manufacture and the sale of the machine but has been engulfed in the weary process of developing a merchantable article."

New Advertising Manager.

Mr. M. R. D. Owings has been appointed advertising manager for the International Harvester Co., with headquarters in Chicago.

Mr. Owings is particularly well qualified for his new position, having spent practically all his life in connection with the harvester trade. His first position was in charge of the Audit Division of the Milwaukee Harvester Co., from which he was advanced to the Secretaryship of the Company with charge of the sales section. This position he held at the time the amalgamation of the large harvester concerns took place. His next charge was the organization of the Credit Division of the International Co. Mr. Owings has had considerable experience as an advertiser, having had charge of the publicity department of the Milwaukee Harvester Co. for a considerable time.

Personal.

R. H. Swallow, implement dealer at Douglas, Man., was in the city on business a few days ago.

The MacFarlane Co., implement dealers at Forget, Assa., recently opened a new warehouse at that point.

The David Bradley Mfg. Co., of Bradley, Ill.. recently purchased the entire output of the Mackinnon Wagon Co., of Grand Rapids, Mich.

The Western Transfer & Cartage Co. have opened up in the implement business at Lethbridge. They will carry a full line of the Cockshutt goods and McCormick binders.

Jos. Bryan of H. F. Anderson & Co., who recently made a trip throughout the West returned to the city a short time ago. He reports the trade as generally quiet in Alberta but thinks that the spring business in Eastern Assiniboia and Western Manitoba will be fully up to the average.

F. E. Nex, who has been agent for the Frost & Wood Co., at Sifton, for the past two years, has given up that agency and accepted a position on the road for the International Harvester Co. His work will be chiefly among the Galician colonists, of whose language he has a thorough knowledge.

The Wilkinson Plow Co., Toronto, recently purchased a controlling interest in the West Lorne Wagon Co., of West Lorne, Ont. The price paid is said to be in the neighborhood of $75,000. The output of this factory will consist of light and heavy wagons, carts, drays and spring coal delivery wagons.

W. J. Helliwell, of Oak Lake, was in the city for a few days recently in order to consult with an eye-specialist regarding his sight, which has been failing very rapidly for the past six months. The doctor assures Mr. Helliwell that with careful treatment and plenty of rest, his sight can be greatly improved.

The Balfour Implement Co. have concluded arrangements with the North West Thresher Co., of Stillwater, Minn., to act as Western Canada selling agents for their threshing outfits. Mr. D. B. MacLeod represents the North West Thresher Co., as Canadian manager with headquarters at Winnipeg, as heretofore.

Mr. C. H. Cooper, implement dealer of Stonewall, Man., gave us a call recently. He handles the Parlin & Orendorff plows, McLaughlin carriages and McCormick binders. Speaking of last season's business, Mr. Cooper said that it was very satisfactory but that trade so far this spring has been very quiet.

D. H. Watson, assistant manager for the Balfour Implement Co., recently returned from Vancouver, the Okanagan Valley, Calgary, and many other intervening points. He reports business in the Territories in a healthy state and says his company are contemplating the opening up of branches throughout the entire West.

David Brown, Jr., Western passenger agent of the Grand Trunk Railway, with headquarters at St. Paul, Minn., was in the city for a few days during the early part of March. Mr. Brown is a frequent visitor to Winnipeg. It is expected that his company will, in the near future, make an announcement that will be of special interest to eastern travellers: via Chicago.

Mr. H. H. Rogers, who has for the past two years been travelling in Illinois in the interests of the Moline Plow Co., has been appointed assistant manager of the Canadian Moline Plow Co., with headquarters at Winnipeg. Mr. Rogers has been in the implement business for the past twenty years and has a thorough knowledge of it. We extend to him a hearty welcome.

The Norris Mfg. Co., of this city, were recently re-incorporated and the business will now be carried on under the title of the Norris Implement Co., Ltd., changing their capital stock from $25,000 to $100,000. They recently purchased ground and are now drawing up plans and specification for the erection of a large and modern factory where they will manufacture all the lines heretofore placed on the market by the old company.

T. C. Bulloch, miller of Crystal City, was in the city for a few days during the present month and called upon us. Mr. Bulloch is an old timer, having lived in Manitoba over 20 years. In addition to carrying on his milling business at Crystal City, Mr. Bulloch is erecting a modern, up-to-date, implement warehouse and will shortly install a complete stock of the Balfour Implement Co.'s goods. His object in coming to Winnipeg was to order the stock and is having it shipped at once.

Mr. T. A. Whitworth, Sales Manager for the North West Thresher Co., Stillwater, Minn., was in the city for a few days recently in connection with business for his firm, who anticipate an increased amount of sales from this territory during the coming season. Speaking of business in general, Mr. Whitworth said that the outlook was most promising in the South Western States owing to the favorable winter. The prospects now are that fall wheat will give better returns than for many years past.

Mr. L. C. Hazlitt, Manager for the International Harvester Company at Winnipeg, has just returned from a trip to Chicago and other Eastern points. He also visited the new factory of the Company at Hamilton, Ont. From this factory will come the greater proportion of the goods sold in Canada this season by International agents. Mr. Hazlitt reports the gasoline engine trade as assuming large dimensions. Arrangements are being made at the Hamilton works for the manufacture of these engines for the entire Canadian and export trade.

Mr. L. Watson, of Morden, gave us a call during March. Speaking of the prevailing trade conditions in his district, Mr. Watson said that the fine weather early in March had the effect of creating considerable activity among implement dealers. Few sales, however, were closed but prospects are good when spring really sets in. On the matter of settlements, Mr. Watson stated that at present collections are rather hard and that it is unlikely any great amount of the outstanding credit will be paid up until the crop of 1905 is harvested.

Walter H. Mayer, of Kinistino, Sask., was in the city for a week recently. Speaking of the conditions in the Kinistino section last season, Mr. Mayer stated that they were generally unfavorable compared with former years. He looks for better this year, owing to the fact that the Canadian Northern Railway have their track laid to that point. This Mr. Mayer said would give residents greater and quicker communication facilities with the outside world and would undoubtedly lead to increased settlement, in that section, which at present is fairly active.

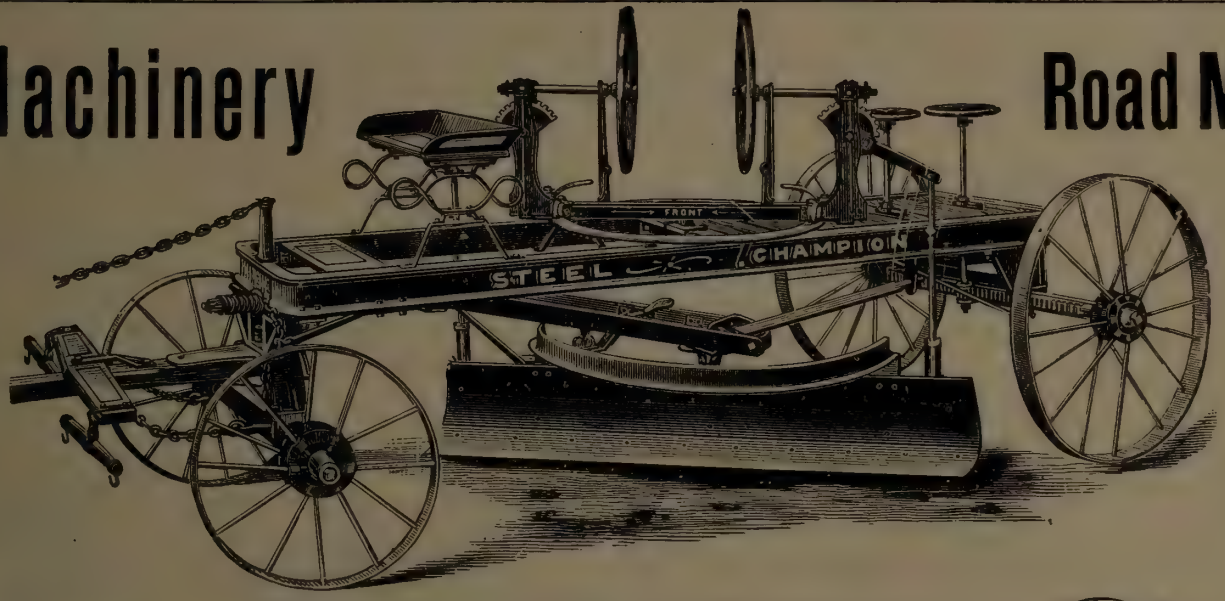
Mr. H. W. Hutchison, president and manager of the Fairchild Co., accompanied by Mrs. Hutchison, left on the 11th inst. for the Pacific Coast. For some time past Mr. Hutchison has been in poor health and a heavy attack of "la grippe" a short time ago left him in a run down and weakened condition. With these facts in view, the directors of his Company have persuaded him to take a month or six weeks much needed rest, it being the first that he has taken for twenty-two years. We, along with his many friends, trust that he will return to the city, and his business, with renewed health and vigor.

J. K. Drinnan, general merchant of Medicine Hat, was in Winnipeg for a few days recently. Speaking of the report that the C.P.R. have gone into the matter of the utilization of the natural gas at Medicine Hat, Mr. Drinnan said in part that it is expected the C.P.R. will take some action along this line and that it is very probable they will establish a large repair shop there. They have used natural gas in connection with their divisional repair shops at that point. So far the results have been most satisfactory as a saving of from fifty to seventy dollars a day has been made by using it instead of coal or wood.

Mr. George Erb, manager of the Waterous Engine Works Co., recently made a trip to Calgary and intermediate points, on business for his firm. He reports business good throughout the west.

Road Machinery

THE STEEL CHAMPION REVERSIBLE ROAD GRADER.

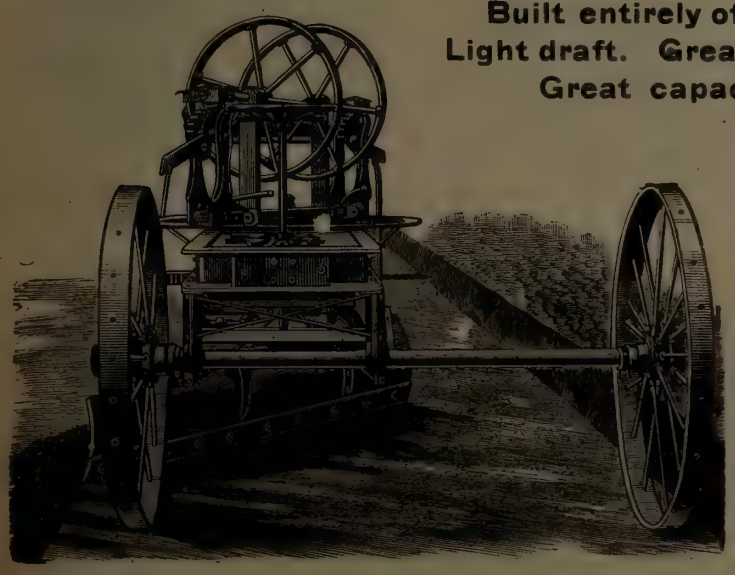


Road Machinery

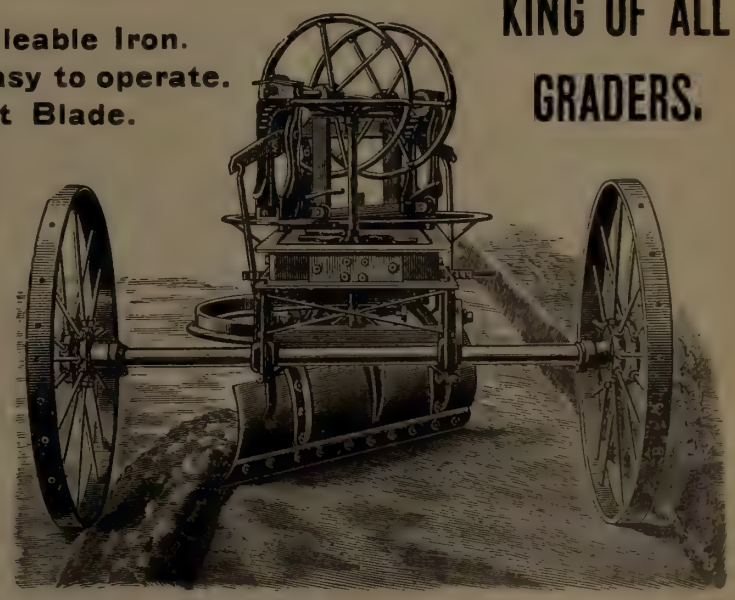
SIMPLEST, STRONGEST and BEST.

KING OF ALL GRADERS.

Built entirely of Steel and Malleable Iron.
Light draft. Great durability. Easy to operate.
Great capacity. 8-foot Blade.



WATEROUS ENGINE WORKS CO. LIMITED WINNIPEG, MAN.



Rear Views Showing Cutting Ditch and Moving Earth onto Roadway.

In replying mention Canadian Farm Implements.

Shortly after our last issue went to press, the resignation of Mr. W. A. Stiles, advertising manager for the International Harvester Co., with headquarters at Chicago, was announced. For the present Mr. Stiles will devote his energies in the interests of the Streator Gas and Light Co., of Streator, Ill., in which company, we understand, he is a prominent shareholder.

Mr. James Campbell recently purchased the interest of Mr. Hillis, implement dealers, Holland, Man. The concern will now do business under the title of Northey & Campbell.

Fairbanks & Morse Co. recently moved from Market Square to more commodious quarters at 131 Bannatyne St., where their genial manager, Mr. F. H. Crane, will continue to give his usual prompt attention to customers.

Mr. W. C. Harris, editor and proprietor of the Medicine Hat Times, and former editor of the Canadian Thresherman, of this city, gave us a call a few days ago. He is of the opinion that Medicine Hat will boom during the coming season.

Mr. Harry Cockshutt, president and manager of the Cockshutt Plow Co., of Brantford, Ont., will sail on the 6th of April from San Francisco for Australia, to look after the large interests of his company in the Commonwealth.

Mr. I. E. Fairchild, of the Fairchild Co., recently returned to the city from a pleasure trip through the West.

We are pleased to note that Mr. Archie G. Watson, manager of the John Watson Manfg. Co., here, is able to be out again. He was confined to the house during the early part of March by a severe attack of la grippe.

Mr. George Kirkland, manager of the Sawyer-Massey Co., has just returned to the city from a visit to the head office and factory at Hamilton, Ont.

Mr. I. C. Nelson, manager of the Stewart-Nelson Co., made a trip West on the C. N. R. recently. He reports a marked improvement in business for his concern as compared with this time last year.

Mr. George E. Norris, of the Norris Implement Co., has just returned to the city from a trip to Minneapolis, St. Paul and other points in Minnesota.

Mr. Charles Brown, implement dealer at Boissevain, Man., was in the city for a few days recently in connection with his own business and the sale of a carload of driving horses from his district.

Among our March visitors we are pleased to record Mr. Williams of Williams Bros., implement and hardware dealers at Gladstone and Plumas, Man. Mr. Williams was in the city in connection with the meeting of the Western Retail Implement Dealers' Association of which he is a Director and enthusiastic member. He handles the goods of the International Harvester Company and believes that prospects for spring trade are good, though inclined to be rather slow just now.

Mr, R. Harmer, for many years manager of the Ontario Division of the Massey Harris Co., and who has been for several weeks in charge of the Sawyer-Massey office here, during the absence of Mr. Geo. Kirkland in the East, has returned to his home in Toronto.

C. H. Haney, foreign sales manager for the International Harvester Co., with headquarters at Chicago, left on the 25th inst. for a trip round the world in connection with the company's business. He will go first to Australia, returning to this country by way of Suez and Europe. Mr. Haney will be away six months.

Mr. A. T. Hilts, implement dealer at Holmfield, was in Winnipeg recently in connection with the Western Retail Implement Dealers' Association, of which he is a director.

The North Western Line, comprising the Chicago & North-Western and the Chicago, St. Paul, Minneapolis & Omaha Rys., with a total trackage of 9,064 miles, having direct lines from St. Paul to Chicago, Duluth, Milwaukee, Souix City, Des Moines, Omaha and many other important centers in the middle States, recently opened an office at 513 Union Bank Building, Winnipeg, in charge of Mr. Geo. A. Lee, who was recently appointed general agent for Manitoba and Assiniboia.

Implement Blue Book.

"Hot off the press" comes the Implement Blue Book, addressed to our offices by the publishers, The Midland Publishing Co., of 506 Olive St., St. Louis, Mo., who are the publishers of our esteemed exchange, Farm Machinery. The Implement Blue Book is a well printed, well bound volume, containing the names of the manufacturers and jobbers of farm machinery and implements in the United States and Canada. The publishers say on the title page that the volume is self-indexed, double-indexed and cross-indexed. This being the case it would seem as though they had reduced indexing to a science.

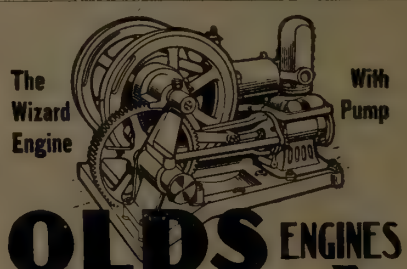
Secure One Now.

We are the recipients of a handsome fifty page catalogue recently issued by the Waterloo Mfg. Co. of Waterloo, Ont., with western headquarters here. It contains a large number of well executed photo-engravings showing the various styles of traction and portable engines, all the different sizes and makes of separators and accessories manufactured by the company. It is well printed, on an excellent quality of paper, and presents a most attractive appearance.

Any of our readers, by mentioning this paper, can secure one of these catalogues on addressing the Waterloo Mfg. Co., Winnipeg.

You Should Have It.

We recently received from the Waterous Engine Works Co., of Winnipeg, a neat catalogue of their Champion road making machines. This catalogue is full of half-tone engravings representing their different makes of rock crushers, graders, road scrapers, ditching machines, concrete mixers, etc. It contains a fund of information and should be in the hands of all who are interested in the selling of machinery and implements. It can be had on application to their office by mentioning Canadian Farm Implements.



OLDS ENGINES

ARE USED BY THE U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd.
Winnipeg Agents
Winnipeg, Manitoba.

Engine Gang Plow.

Turning over the virgin prairie with a single plow is an arduous task, and more especially is this true if one has several hundred acres which they wish to convert into a crop-producing farm.

The Canadian Moline Plow Co. are at the present time displaying a new engine gang plow, two or three of which could be attached to one engine, and every time the steam horse was put across the prairie something would be accomplished. This engine gang plow is a combination of heavy steel braces and levers, heavy beams, wheels, etc.; which make the plow a picture of strength and effectiveness.

This Company reports a splendid trade on engine plows, with the demand for large outfits prevailing. A number of land companies are preparing their steam outfits to begin breaking on a large scale as early as possible in the spring.

JUST OUT

WRITING IN SIGHT

L. C. SMITH & BROS. TYPEWRITER

W. J. ARNOTT, Sole Dealer Western Canada

NOTE.—We have a large stock of SECOND HAND Machines for SALE or RENT, REMINGTONS, SMITH PREMIERS, UNDERWOOD'S, OLIVER s and EMPIRES. These machines are all in good order, some as good as new.

W. J. ARNOTT, 404 McIntyre Block
WINNIPEG, MAN

Mr. Maw's Trip.

Mr. Joseph Maw, President of the Jos. Maw Co., Ltd., recently returned from a month's combined business and pleasure trip in the cities of the South and East. While away Mr. Maw spent a couple of days at Lansing, Mich., where he went over the factory of the Olds Gasoline Engine Co. This is one of the largest and most up-to-date plants for the manufacture of gasoline engines in America. He also visited the Olds Motor Works Co., which are also located at that point. At this factory thousands of the Olds curved dash runabout cars are turned out annually. Detroit was the next place visited and here Mr. Maw was shown over the factory and head office of the Olds Motor Works, At this plant are made the Olds Touring Car, the Light French two passenger car, the Olds two cylinder 20 h.p. car, and commercial wagons. Crossing the border, Mr. Maw proceeded from Chatham to Brantford, the latter place being the home of the Brantford Carriage Co, whose line Mr. Maw's company have represented in Western Canada for the past fifteen years.

Returning west, Mr. Maw visited the Automobile Show held in Chicago, where he spent a week in looking over the different cars on exhibition. He feels safe in stating that capital was represented to over a million dollars by the automobiles and supplies on exhibition there. In view of his wide knowledge of the automobile business and his intimate connection with Western conditions, Mr. Maw felt that he was in a position to make a careful selection of machines most eminently adapted to this Western country, with the result that he contracted with the Olds Motor Works for their different cars, and with the Winton Motor Carriage Co., for the handling of their celebrated vehicles, Besides these, Mr. Maw is bringing in a new machine known as the "Marion." This machine is a four cylinder, air-cooled.

After the Automobile Show, Mr. Maw took a week's rest at French Lick, Ind., and met quite a number of Winnipeg people there; among whom were Mr. Black, of The Ogilvie Milling Co., Mr. J. C. G. Armytage, Mr. John Stewart, of the Foley, Lock & Larson Co., and also had the pleasure of a visit with Mr. Fred Thompson, general manager of The Ogilvie Milling Co., of Montreal, who was accompanied by his son.

About forty Toronto piano and organ workers employed by Otta Higel Action Company, are on strike, through the Company refusing to grant them a nine-hour day.

Ice Plant in Plow Factory.

We give below copy of a unique folder received from the Rock Island Plow Co., by the pen of our friend Mr. F. D. Blake, the progressive advertising man of that concern. This is one of a series of sketches which is being issued every thirty days by the manufacturers of the Red, White, and Blue lines. Any dealer who desires to have this series complete can do so by dropping a card to the Advertising Manager of this concern at Rock Island, Ill., U.S.A. These sketches are clever, well written and make interesting reading:—

"What's an Ice Plant got to do with a Plow Factory? Well, I don't Know." Ice is right proper for undertakers and fresh oyster men and it's one of the main props of glorious life wherever refrigerated refreshments have the call, but how a plow shop can legitimately connect with an ice plant is one of the modern methods that never got the drop on me up to the time I left my happy home.

If you're ridin' the round-up for raw material to build a prize poem, don't rope a plow factory. If you're friskin' around like a two-year old sizzlin' with desire to butt-in on the hilarious joys of a skirt dance, don't toy with the cold facts of an ice plant. When you try to locate the connection between a plow shop and an ice plant, put on your heaviest Fish-Brand slicker because your stock of sentiment is going to inherit a white frost.

The Boss scooted me along a trail lined with a few hundred machines that spit fire like Mount Peelee and made enough noise to stampede everything on the range, pulling up suddenly on the banks of a canyon in the floor. He called it a tank. It looked to my gazelle eyes like a sink hole in the Bad Lands country. Here is where we struck camp and uncinched for conversation.

"I will now explain," said the Boss, lining up his throat for a fair start, "our modern method of hardening metal by the wonderful, efficient, reliable and perfectly controlled refrigerating process that —." I put up my paws like a sick cub. "Back up partner, don't you see I'm bad in the wind. I don't someway thrive on the language. What I pine for is milk for babes. What's in the sink hole?" I stacked it up that the Boss concluded I was locoed but he never turned a hair. "Water," he said, looking to see

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Going to Enlarge Your Warehouse?

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Ready Roofing

This is a good line for you to carry in stock.

Write for our Catalogue and Trade Discounts.

WINNIPEG, MANITOBA

Hold On!

Don't let loose of your money too soon. In one minute a man can make a ten years' mistake in buying the wrong disc harrow.

DEFIANCE DISC HARROWS

can't be clogged up with mud or trash. Rock Island Oscillating Scrapers are the only scrapers that scrape. Cross-head is rigid and hard ground can't raise the ends of the gangs nor make them "buck" in the middle. Discs run level—always. Penetration perfect. Circular 87 tells. Memorandum book free.

Rock Island Plow Company, Rock Island, Ill., U. S. A.

John Stevens Co. Limited, General Agents, Winnipeg.

BINDER TWINE

BLUE RIBBON -	650 ft. to the lb.
REDCAP - -	600 ft. to the lb.
MOOSE - - -	600 ft. to the lb.
TIGER - -	550 ft. to the lb.
STANDARD - -	500 ft. to the lb.
GOLDEN CROWN -	500 ft. to the lb.

Still the Favorites of both FARMERS and DEALERS.

NOTHING BUT SELECT FIBRE USED.
SKILLED CANADIAN LABOR.

Our Twine is not only evenly spun, but is WELL BALLED. This is very important, prevents tangling in Twine Box.

Write for prices.

MERRICK, ANDERSON & CO.

WINNIPEG, - - - MANITOBA.

what effect it would have on me; "salty water." "That's better," I chirruped, "play your next card; alkali water never did me harm."

Well, when the Boss got under way proper, I could'nt see much for the dust, but I surveyed enough of the route to get back all right. I've got the brand of common-sense on the refrigerating process so an infant can recognize it on sight. When you get the hide off there is really nothing to it but the first cost and the enormous salary of the prize beauty who has the secrets corralled.

Tool steel and some other high grade stuff is hardened in oil or in compounds having a drug store name, but for good, everyday work the wise ones have never spotted anything that beats brine—just salt and water mixed. You can hitch to this information because I got it straight from the Boss. This point settled, a tenderfoot would make a mistake in his first order for salt. You can't refine anything without taking some of the strength out of it. Get your wife to work a motto on cardboard out of that idea and hang it over the door.

What you want is granulated rock salt. Right at this point is where I galloped in ahead of the game with some fool questions and had considerable information handed out to me in small chunks. Rock salt is strongest and water will soak up more of it—"hold more of it in solution," is what the Boss shot at me. Salt has a direct effect on the steel. It removes scales, cleans up the metal generally and has other properties, but I reckon most of this information comes sealed because all of it I could jar loose wouldn't cause saddle-galls if you had to carry the whole load on your memory.

Two batches of steel can't be hardened exactly alike unless the brine is the same temperature when they are dipped. Don't break away now and ask what difference that makes because all goods of the same grade must have the same temper. Here's another bog-hole for a plow man to get his feet into without much effort. If the brine gets a little too warm it will cause soft spots in the steel and a soft spot in a plow will breed several brands of profanity, because soft spots won't hardly ever scour. Now you are on a hot trail for the connection between an ice plant and a plow factory. In order to insure uniform results it must be possible to control, absolutely, the temperature of this brine. After the degree of temperature is fixed—if you ever want to get the exact figures on the temperature, bring along something stronger than a corkscrew to pull them with. Well, it takes an ice plant to control the temperature. The old method was to pump the brine to the top of a big tower and let it flow back in a thin stream over a series of shelves until it reached the tanks again. You don't have to have a sheepskin done in Latin to know that the brine would never get cooler than the air, and that the air was not always of the right temperature for hardening steel.

Tanks holding upward of 2,500 gallons, a powerful engine and an ice machine with a capacity of about 25 tons of ice daily, are some of the small jewelry belonging to the steel hardening department of a modern plow factory. This enormous quantity of brine is forced into pipes and kept milling a merry-go-round through the coils in the ice machine, and the temperature of the brine in the tanks can be regulated to a gnat's heel by poking a few buttons on the throbbing bosom of the brass mounted engine. Outside of the smell, that's all there is to it. The steel is cut, shaped, polished, and all the holes are punched in it before hardening, because taking liberties with tempered steel is about as unpromising a job as tickling the heels of a glass-eyed cayuse with a rye straw. This steel, or shapes, is now heated to what the Boss calls a "low cherry red" and soused into the brine. When it comes out of the tanks it is again put on the forms so that all pieces not retaining their shape can be cut out and thrown into the corral with the crips. That's the whole story outside of the prize secrets and they are registered as the exclusive property of the Boss Bronco Buster himself.

When the fog of technicalities clears up, the entire modern "refrigerating process" of hardening steel is as dead easy as lassoing a hobbled pony in a feed lot and as simple as giving the baby peppermint drops for wind on his tummy. All you need is the price and a slip-noose on the man with the secrets. I'm browsing 'round in a strange pasture and the fodder is pretty brand new, but I've got something else corralled. Hold the rope about thirty days and I'll send you No. 2. In the meantime if you want to get chummy with me throw a postal card on its back and brand it on the top side with the characters recorded below. Uncle Sam does the rest.

By courtesy of the Waterous Engine Works Co., Ltd., Winnipeg,

Waterous Gasoline Fire Engine working at Lacombe, Alta.

Agriculturists Meet.

The annual convention under the auspices of the state board of agriculture held its sessions at the University of Wisconsin, at Madison. The attendance was unusually large, prominent farmers being present from all parts of the state. The programme provided for addresses on live agricultural topics by ex-Governor W. D. Hoard, of Wisconsin, Professor E. G. Holden, of the Iowa Agricultural College, Frank B. White, of Chicago; Professor Thomas Shaw, of St. Paul; and a number of others.

Brandon.

Mr. J. F. Templeton, manager of the Imperial Implement Co., of Winnipeg, made a business trip to the city a few days ago. While here he arranged with Mr. James Sherriff to act as transfer agent to the various localities surrounding Brandon, for the wagons and buggies controlled by his company.

The Stock Judging School held during the early part of the month proved a most successful undertaking. The city was thronged with large numbers of interested farmers. The judging was keen and the addresses delivered by the lectureres interesting and instructive. It is impossible to estimate the value these meetings are capable of doing throughout a community.

McKenzie & Co., who recently sold their property on Sixth St. to the Reliance Machine Co., have purchased the Drysdale Co. premises adjoining. They are installing machinery for the manufacture and repairing of buggies and wagons and all special goods in the vehicle line.

Mr. G. R. Bole of the American Seeding Machine Co. passed through Brandon a short time ago on his way to the Arcola district in the interests of his firm.

Mr. W. J. Papst, general traveller for the Winnipeg branch of the Robert Bell Engine and Thresher Co., of Seaforth, Ont., was in town recently, returning from the West. He reports thresher business in Alberta rather dull.

Mr. John McKellar, one of the most successful farmers residing north-west of Brandon for the past twenty years, recently disposed of his farm for a handsome consideration. He has formed a partnership with Mr. Hugh McNeill, who recently severed his connection with the Massey-Harris Co., to carry on a business in agricultural implements and machinery, and will be known as McKellar & McNeill. They will handle the Balfour Implement Co.'s goods and New Hamburg Threshers, that are manufactured by the New Hamburg Co., of New Hamburg, Ont. The "Two Macs" are well known in this district and should get their share of the business.

Mr. D. H. Watson, Assistant Manager of the Balfour Implement Co., is frequently seen in the Wheat City as his family reside here.

Mr. D. J. Hutchison of the Melotte Cream Separator Co., Winnipeg, visited Brandon a few days ago, after which he went south west in the interests of his company.

Mr. W. J. McClement, manager for the Reliance Machine Co., went to Moosomin a few days ago to overhaul the engine of the Moosomin Milling Co.

Implement dealers are hopeful of doing a large trade in drills this season. So far farmers buy slowly.

Mr. J. C. B. Inkster, who recently represented the Frost & Wood Co., as general traveller, has been appointed in charge of the Frost & Wood office at this point. The prospects for this branch during the coming season are most favorable.

Mr. David Sherriff, local manager for the Cockshutt Plow Co., went to Winnipeg a few days ago in connection with business for his concern.

A most delightful dinner took place at the Empire Hotel on the evening of St. Patrick's Day, when two hundred and forty "Old Timers" gathered from Brandon and district in memory of the days gone by. Letters of regret were read from many living at a distance who were unable to be present. After dinner a pleasant evening was spent in listening to addresses by old timers, in the persons of Mayor Fleming, Dr. McInnes, Hon. T. Mayne and Rev. Wm. Roddick. Orchestral music and songs interspersed the speeches and a most delightful evening was spent. This dinner was the outcome of the work of a Committee, recently appointed at a public meeting, to promote more social intercourse and good fellowship among "Old Timers."

Large Clock.

The clock to be placed in the tower of the new Canadian Pacific hotel here, will be one of the largest pieces of time-keeping machinery in Canada. It is to be on a substantial iron base within the tower, being fitted with fine steel arbors and pinions and hammered bronze wheels. The pendulum will be fitted with fine adjustments to compensate for heat and cold. Electric energy will be supplied by enormous batteries capable of running 100 secondary clocks if necessary.

Municipal and Contractors Supplies

Elevating Graders
Road Machines
Grading Plows
Wheel Scrapers
Drag Scrapers
Barrows, Wagons, &c.

Ever since the first mile of railway was built in the North-West, we have supplied most of the contractors with their outfits, as well as annually supplying the different municipalities throughout the country with Road Machines, Plows and Scrapers. Our knowledge of the requirements, and having a line of goods unequalled by any in the trade, enables us to control the product of some of the very best manufacturers, and also obtain the lion's share of the trade. Prices and terms made known on application.

The Fairchild Co., Winnipeg, Man.

Limited

Binder Twine Market.

With regard to the binder twine situation the following is what the Cordage Trade Journal of New York has to say regarding prevailing conditions :

Practically no change has occurred in the Binder Twine market during the last fortnight. Independent manufacturers still have the market to themselves, and they are doing a moderate business at unchanged quotations. Many members of the trade who have purchased a portion of their requirements for the season are awaiting more or less anxiously the next move of the associated harvester manufacturers. In the great majority of instances, the opinion is held that the International Company will name higher prices than its previous quotations. Still, there are possibilities of an opposite nature and these make some merchants timid. Fibre values are practically unchanged, only Manila being slightly easier. Notwithstanding the fact that Binder Twine prices are to-day lower than they were one year ago to-day, Fiber quotations are considerably higher, shipment Manila Fiber being about 1½ cents per pound higher than a year ago and Sisal one-half to three-quarters of a cent higher. These values for raw material would suggest an advanced schedule when the International Harvester Company again quotes but, of course, there is no certainty about any future action of that corporation. General market quotations f.o.b. Eastern factories may be given as follows :

BINDER TWINE.	Cts. per lb.
White Sisal (500 feet to the pound)	9¼ @ 9¾
Standard (500 feet to the pound)	9¼ @ 9¾
Standard Manila (550 feet to the pound)	10¼ @ 10¾
Manila (600 feet to the pound)	11¼ @ 11¾
Pure Manila (650 feet to the pound)	12¼ @ 12¾

Less than carload lots quarter of a cent extra.

Annual Meeting.

The management, heads of departments and travelling salesmen of the Ontario Wind Engine & Pump Co., held their annual meeting at the office in Toronto, on February 20th and 21st. Representatives were present from all parts of Canada and matters of general interest to the company were taken up and discussed. The reports, given by the various gentlemen in attendance, were of the most gratifying order, both with regard to the business of last season and the outlook for the future. Among the most encouraging reports handed in was that of Mr. J. M. Reid, manager of the Winnipeg branch. He reported much progress and stated that at the recent annual meeting of this Branch, held a short time ago, those present advised the continuance of the liberal policy of the company. The report presented by Mr. Reid is all the more creditable when it is taken into consideration that the Winnipeg Branch has only been in existence a little over eight months.

One of the many pleasant social features in connection with the gathering was the presentations to the retiring sales manager, Mr. F. W. Monteith. On behalf of the Company, Mr. S. H. Chapman presented him with a gold chain and locket, also a desk and chair, and Mr. H. Almas, on behalf of his fellow employees, gave him a beautiful gold watch, suitably engraved. In short addresses much regret was expressed at Mr. Monteith's retiring from the service of the company, who, in response, thanked both the company and his fellow-workers for their kindness in presenting him with the beautiful gifts enumerated above and also for the courtesy and good fellowship that always existed between them.

The meeting will be long remembered as a most successful and pleasant event.

Dealers ! Write for our Illustrated Catalogues

AND PRICE LISTS OF

GASOLINE ENGINES

3 H. P. Stickney Jr. Vertical.

The New Stickney Horizontal Engine is the latest and best Engine made. It is simplicity itself. Made in 6 H.P., 9 H.P., 12 H.P., 15 H.P., and 25 H.P. sizes.

WIND MILLS

The Canadian AIRMOTOR simplest and best

PUMPS

All kinds — Wood and Iron, single and double acting.

Brass, Iron and Porcelain Lined Cylinders.
See our new **GUSHER PUMP.** Write us for our new Pump Catalogue—just out.

Horse Powers, Tread Powers, Feed Cutters, Land Rollers, Grain Grinders, Steel Saw Frames and Saws.

EMPIRE CREAM SEPARATORS

LIGHT RUNNING
CLOSE SKIMMING

ONTARIO WIND ENGINE AND PUMP CO., LTD.

83-91 CHAMBERS STREET, WINNIPEG.

Head Office and Factory :: Toronto

The Western Retail Implement Dealers' Association.

A Directors' meeting called to take place in the office of Canadian Farm Implements, 901 Union Bank Building, on March 15th, was, owing to an absence of a number of the Board, cancelled; and those present resolved themselves into a meeting of the Fire Insurance Committee of which there was only one absentee. This was Mr. F. Chapin, of Hartney, who wrote the secretary regretting his inability to attend and signifying his willingness to concur with any action taken by the other members of the Committee.

After a lengthy discussion on the fire insurance policy, at which all present aired their views, the secretary was instructed to have copies of the subscription and declaration forms made out and sent to each of the members of the Committee, who expect to make the necessary canvass for the $50,000 subscribed insurance, which is necessary in order to get a charter of incorporation, by the 1st of July, when a permanent secretary will be appointed to take over the insurance work and vigorously push the interests of the Association. In the meantime, all communications should be addressed to F. D. Blakely, Canadian Farm Implements, 901 Union Bank Building, Winnipeg.

A Word for Dad.

We happened at a home the other night, and over the parlor door saw the legend worked in letters of gold, "What Is Home Without a Mother?" Across the room was another brief, "God Bless Our Home." These mottoes will be found in many homes, worked by nimble fingers, and expressive of the love and devotion felt by the members of the household for the holiest and happiest of earth's blessings—"Mother" and "Home." "Home—home—sweet home; be it ever so humble, there's no place like home." But there is another factor in the blessedness of home, that is too often forgotten, or, at least, perhaps sometimes, not fully appreciated, and that factor is "Dad." And Farm Implements to-day, in a few words from an exchange, wants to preach a little sermon in "Dad's" behalf. It is no discouragement to "Mother" to say that alongside of the legend referred to above this other would be

appropriate, "God Bless Our Dad!"

"Dad gets up early, lights the fire, boils an egg, grabs his dinner pail and wipes off the dew of the dawn while many a mother is sleeping. He makes the weekly handout to the butcher, the grocer, the milkman and the baker, and his little pile is badly worn before he has been home an hour. He stands off the bailiff and keeps the rent paid up.

"If there is a noise during the night Dad is nudged in the back and made to go down stairs and find the burglar and kill him. Mother darns the socks, but Dad buys the socks in the first place, and the needles and the yarn afterward. Mother does up the fruit well, but Dad buys it all, and jars and sugar cost like the mischief.

"Dad buys chickens for the Sunday dinner, carves them himself and draws the neck from the ruins after every one else is served. 'What is Home Without a Mother?' Yes, that is all right. But 'What is Home Without a Father?' Ten chances to one it is a boarding house, father is under the slab and the landlord is a widow."

"Dad, here's to you. You have got your faults—you may have lots of them—but we will miss you when you're gone."

Yes, dear old, appreciated Dad! The legend which ought to grace the walls of the cottage or the palace in your honor, may not appear. You may tread the pathway of life, bearing its burden ungrudgingly and cheerfully, and go down to the grave, unhonored and unsung in framed legends; but you will be missed and mourned nevertheless in the cold, gray days when you can no longer answer the call for your services, and will receive your reward on the other shore. Dear, old Dad! God bless Dad!

New Water System.

By the first week in April the population of St. Boniface, Man., will be revelling in the delights of a up-to-date water system. It will be, according to City Engineer Goddard, one of the best water systems in the West. The reservoir has a capacity of 64,000 gallons and the tank in which the water is raised 160 feet will hold 106,000 gallons. This tank is of steel and was built by the Ontario Wind Engine and Pump Co., at a cost of $9,000. There are also a number of small supplementary concrete reservoirs. The pumps are capable of supplying 1,500,000 gallons of water daily, which, on the basis of the present population will give a per capita supply of 55 gallons. For all ordinary purposes there will be a pressure of 70 pounds but in case of fire 120 pounds will be obtainable, this should enable the fire apparatus to throw a stream one hundred feet high. When the entire system is completed the cost will be in the neighborhood of $150,000.

American Implement Competition in Australia.

The following interesting item regarding trade conditions in Australia, in connection with the importation of Canadian and United States farm implements and machinery, appeared in a recent issue of Farm Implement News:—

"A significant piece of news comes from Sydney to the effect that the Sunshine Harvester Works at Ballarat have been closed as the alleged result of American competition. On the other hand, it is contended that legislative interference with the work of production has led to this step having been taken. The statement is that during the last year quite 14,000 Canadian and United States havesters have been imported into the commonwealth, viz.:—5,000 into Victoria; 4,000 into New South Wales; and the remainder into the other states. The usual selling price of the American ordinary harvester is roughly $250, of which $50 represents all selling expenses, leaving $200 to the importer out of which to secure a profit. There were about 500 stripping harvesters imported, the selling price of each averaging $400. It is contended that they are imitations of the Australian-made article as manufactured at Ballarat, but the information does not state whether they are sold locally at a lower rate. The agents for the United States and Canadian implement houses deny that so many harvesters of their manufacture were imported into the commonwealth in 1904, and in the absence of official statistics it is impossible to say which contention is correct. These agents also claim that the question of price has nothing to do with the sale, it being entirely a matter of quality. The Australian farmer

DEERE ENGINE GANG IN ASSINIBOIA.

CANADIAN FARMERS AND CANADIAN DEALERS

Not only appreciate a good thing but they know a good thing as well. That is how it comes that several times as many JOHN DEERE PLOWS (the highest grade steel plows made in America, or anywhere else) are sold to Canadian farmers by Canadian dealers as of any other high-grade steel plows of any other manufacture. The duty cuts no figure when a man wants the best and is willing to pay for it.

Walking Plows, for all purposes; Riding Plows, single and in gangs, for Horse and steam power; Disc Plows, single and in gangs, for horse or steam power.

For Sale by the Best Dealers in Canada. Mauufactured by

DEERE & COMPANY, Moline, Ill., U.S.A.

THE FAIRCHILD CO., LTD., WINNIPEG, GENERAL AGENTS FOR WESTERN CANADA.

(they say) wants a good implement and is quite ready to pay their price. The American goods, it is alleged, are manufactured on the Canadian model, while the British harvesters are constructed on conditions prevalent in the United Kingdom, nor do they meet local requirements in the same way as the Canadian and United States manufactures. The Australian makers of havesters contend that the Canadian and United States implements are absolute imitations of their goods and that the customs authorities ought not to pass them into the country. On the other hand, the Canadian and United States representatives assert that quite the reverse is the truth, and that the Australian makers have copied their goods. The Australians do not seem to be able to compete with the foreign-made implements and are practically asking for a tariff that would really be prohibitive and give them a monopoly. Suppose, it is said, the import duties be so raised that the price of a British, Canadian or United States harvester is in future $500, instead of $250, would the Australian article be sold for less? Or, if native makers obtain a monopoly, would they not put up the price to $750, or indeed to any fancy rate? The whole crux of the question lies in the absurd conditions which govern labor throughout the commonwealth. Those conditions—which are forced on the manufacturers by the labor vote in parliament—make the price of manufactured productions so ridiculously high that only few people can afford to buy them. It is a policy that strangles agriculture by making the cost of implements prohibitive; it retards manufactures by limiting their sale when produced; and it debilitates the whole industrial system of the country. The value of the United States implement trade with the commonwealth is roughly one and one-half million dollars a year.

There is a steady demand in Australia for hand pumps for wells. They must be fairly cheap and quite reliable. Some firms carry pretty good stocks of these pumps, as many as 250 to 300 of various sizes being kept by several separator firms. Wind mills are in strong demand upon all large stations. Most of those now in use are of United States origin. All sizes are required for lifting water from 20 to 200 feet, and those fitted with a detachable contrivance so that power can be used for other purposes will meet with the best sale.

Canadian implement houses have a very fair share of the Australian trade. Possibly they do as much as 30 to 40 per cent. of the total imports in Western Australia, a result of looking after the market carefully.

There is a good opening in Western Australia for buggies and light farm wagons. Those produced locally are rather clumsy affairs, while prices are out of proportion to results. It is absolutely necessary that the timber used should be quite seasoned. A two-wheeled knockabout would sell well, especially in the mining districts."

New Bus Company.

Commencing on April 1st, free busses will become a thing of the past in Winnipeg. A company was recently formed and all the bus business will be run under the new company. It will take over all the equipment at present the property of the city hotel men. Busses will maintain regular service between trains and all passengers will be charged a fare.

The Pup and His Feet.

Miss Pellicoe resolved to address herself to the policeman on the beat, and she astonished him with the following question:

"Sir," she said, in true Johnsonian style, "what height should a mastiff dog attain at the age of six months?"

The policeman stared at her in utter astonishment.

"They do be all sizes, Mum," he replied, blankly, "like a piece of cheese."

"My relative in the West," explained Miss Pellicoe, "has sent me a dog, and I am given to understand that his age is six months. As he is phenomenally large, I have thought it best to seek for information. Has my relative been imposed upon?"

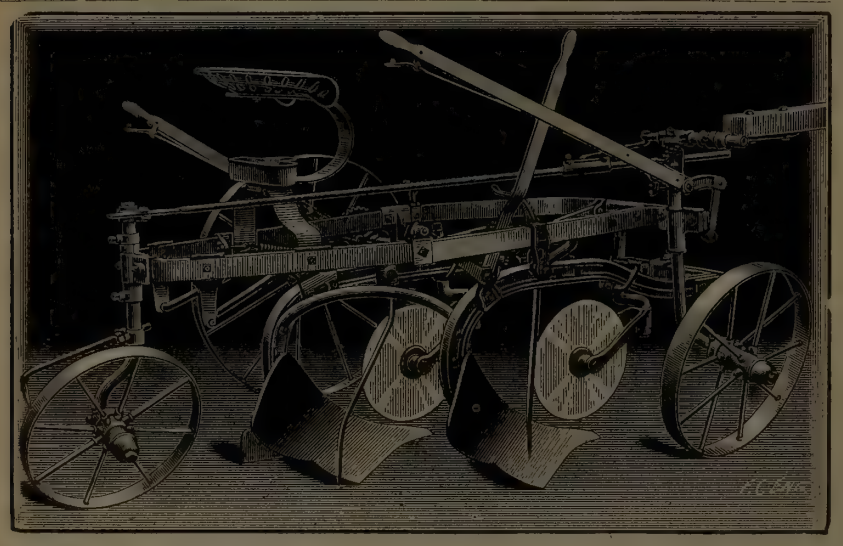
"It's ha-r-rd to tell, Mum," replied the policeman, dubiously. Then his countenance brightened. "Does his feet fit him?" he inquired

"What—what do you mean?" asked Miss Pellicoe, shrinking back a little.

"Is his feet like blackin'-boxes on the ind of his legs?"

"They are certainly very large."

"Thin 't is a pup. You see, Mum, with a pup, 't is this way. The feet starts first, an' the pup grows up to 'em, like. Av they match him, he's grown. Av he has arctics on, he's a pup."



THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,

WINNIPEG, - - MANITOBA.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

Don't Omit

The Windsor Disc Harrow

From Your Line for 1905.

The Windsor pleases Both Dealer ana Farmer

Built on the out-throw principle, with 16, 18 or 20 in. Discs. Strongly and accurately made, with the parts subject to greatest strain of steel and malleable iron,

The Cross Shaft on which the discs are placed is of SQUARE steel, thus preventing the discs from working loose and slipping.

The Windsor has a PATENTED POLE ATTACHMENT, which allows of an instant change for three or four horses—no tools required.

Write for our illustrated Catalogue.

Head Office and Works
SMITH'S FALLS, Ont.

THE Frost & Wood Company LIMITED.

Western Canada Branch, WINNIPEG.

Distributing Agencies, BRANDON, REGINA, and CALGARY.

He Needed the Money.

WANTED—A young man for office. Must be an experienced stenographer and typewriter and able to correspond in English and German. Salary to start $3.00 per week.—Address H.O.G., 711 The Ledger.

A well-known stenographer sent the following reply to the above advertisement:

Bird Center, Aug. 3, 1904.

H. O. G., 711 The Ledger,

Dear Sir:—I beg to offer myself as an applicant for the position advertised this morning. I am a young man, 37 years of age, have had 23 years' business experience, being connected with the U.S. embassy at Madagascar and feel confident if you will give me a trial I can prove my worth to you. I am not only an expert bookkeeper, proficient stenographer and typewriter, excellent telegrapher and erudite college graduate, but have several other accomplishments which may make me disirable. I am an experienced snow shoveller, a first class peanut roaster, have some knowledge of removing superfluous hair and clipping puppy dogs' ears, and have a medal for reciting "Curfew shall not Ring To-night," am a skilful chiropodist and a practical farmer, can cook, take care of horses, crease trousers, open oysters and repair umbrellas and am also the Champion Plug Tobacco Chewer of Pennsylvania, my spitting record being 38 feet.

Being possessed of great physical beauty, I would not only be useful but would be ornamental as well, lending to the sacred precincts of your office that delightful charm that a Satsuma vase or a stuffed billy goat would. My whiskers being quite extensive and luxuriant, my face could be used for a pen-wiper and feather dusther.

I can furnish high recommendations from Chauncey Depew, Jacob J. Coxey, Kaiser Wilhelm der Grosse, Captain Clark, the Prime Minister of Dahomey and the Ahkoon of Swat.

As to salary, I would feel that I was robbing the widowed and swiping sponge cake from the orphaned if I were to take advantage of your munificence by accepting the fabulous sum of $3.00 per week and would be entirely willing to give my services for less, and, by accepting the sum of $1.30 per week would give you an opportunity of not only increasing your donation to your church, paying your butcher and keeping your life insured, but also to found a home for indigent fly-paper salesmen and endow a free bed in the Cat's Home. Really, old man, your unheard of bounty borders on the supernatural and to the unsophisticated must appear like reckless extravagance.

Can call any night after 00 o'clock, or can be seen Sunday morning in the loft of the Church, Broad & Dock Streets, where I am employed as first assistant Organ Blower and Understudy to the janitor.

Respectfully yours,
SOCRATES McGEE.

Write the Editor.

The following is what Farm Implement News has to say regarding correspondence between implement dealers and the editor:—

"The true newspaper, whether general or of trade, welcomes to its pages communications from its readers upon any appropriate topic. We believe that if implement and vehicle dealers would "write to the editor" more frequently concerning trade matters the resultant interchange of views would be beneficial to every trade factor. These columns are always at the service of implement and vehicle dealers; also the manufacturers and travelling salesmen."

We heartily concur with all that has been said and should be glad to have correspondence from our readers along lines of interest to the trade. We feel confident that much of benefit, both to the paper and to the dealer will result.

At least, let us have a try at it. We shall be glad to promptly acknowledge all letters received.

Employees as Employers.

Experience as employers changes the train of thought of employees. If all workingmen could be placed in the position of their employers for a time, the present industrial problems would assume a different complexion. That they would be easier of solution is strongly indicated by a practical experiment of the kind stated. The evolution of a labor union that went into business for itself presents significant sociological results. The experiment in question was the result of labor trouble, of the usual character, between Polishers' Union No. 113 and the Eastman Kodak Company, in June, 1902. The manager, Mr. Frank A. Brownell, refused to grant the union's demands.

As a last resort, he suggested that the dissatisfied workmen start a shop of their own. He agreed to give them his work at current prices. He also agreed to lease them his plant. The offer was accepted and a stock company formed. There were thirty-four equal stockholders. They formed the working force, and, besides receiving standard wages, shared in the profits.

Two years and a half after the start the original thirty-four shares are owned by five of the original stockholders. Several of the organizers are working at day wages for the five who gradually obtained all the capital stock. The present owners, instead of running a union shop, refuse to treat with the local union, and conduct an open shop. When the union insisted upon enforcement of some of its rules concerning hours and other details, the new proprietors announced that they would close the shop first. The five union men, by the evolution of business and time, are now in the same relation to their employees that the Eastman Kodak Company is and was when Mr. Brownell refused the union's demands. The once co-operative company is really no more than any partnership concern, and is in the open field of competition, animated by the same personal ambition as any private company or corporation.

This experiment, while it has made non-union men out of five of the experimentors, has doubtless more than ever convinced the other twenty-nine of the necessity and benefits of union organization. It shows also that human nature is much the same, in unions or out of unions, and that men will always look closely after their own interests.—The Outlook.

Peat Factory Here

H. A. Richardson will establish a peat manufacturing industry at Winnipeg, having purchased from W. J. Griffin, patents for a peat excavating and compressing machine. Mr. Richardson estimates that peat fuel by his process can be supplied to Winnipeg consumers at $5.50 per ton, and will compare favorably with anthracite. The unique feature of the process is that the expense to which peat companies have hitherto been put, in draining the bog before operating on it, is avoided. The machine is built entirely on a scow and peat taken at one end from the bog, by a series of buckets on endless chains, is dumped into a hopper, and in from 28 to 45 minutes comes out at the other end in the form of perfected briquettes. It is claimed that by avoiding the air-drying process, some of the best elements, usually lost, are retained in the peat. Each machine can take 500 tons of peat from the bog daily, and turn it into 100 tons of briquettes.

If you require a
Fire or Burglar Proof
SAFE
OR
VAULT DOORS
write us for prices and catalogue. We can quote you prices that will interest you.
W. Johnston & Co., Ltd.
776 Main St., WINNIPEG, Man.

The Norris Implement Co. Ltd.
MANUFACTURERS AND WHOLESALE DEALERS IN
NORRIS - FOSSTON WIND STACKERS, CLOSZ ADJUSTABLE SIEVES, MASON KIPP OIL PUMPS, CASWELL ADJUSTABLE ::: BELT GUIDES, CANADIAN MONARCH SELF FEEDERS :::
WRITE FOR CONTRACT:
Winnipeg, Canada
P O. BOX 267

St. Peter at the Gate.

By Joseph Bert Smiley

St. Peter stood guard at the golden gate
With a solemn mien and air sedate,
When up to the top of the golden stair
A man and a woman, ascending there,
Applied for admission. They came and stood
Before St. Peter, so great and good,
In hope the City of Peace to win,
And asked St. Peter to let them in.

The woman was tall and lank and thin,
With a scraggy beardlet upon her chin.
The man was short and thick and stout,
His stomach was built so it rounded out,
His face was pleasant, and all the while
He wore a kindly and genial smile.
The choirs in the distance the echoes woke,
And the man kept still while the woman spoke.

"Oh, thou who guardest the gate," said she,
"We two come hither, beseeching thee
To let us enter the heavenly land,
And play our harps with the angel band.
Of me, St. Peter, there is no doubt,
There's nothing from heaven to bar me out.
I've been to meeting three times a week,
And almost always I'd rise and speak.

I've told the sinners about the day
When they'd repent of their evil way,
I've told my neighbors—I've told 'em all
'Bout Adam and Eve and the Primal Fall,
I've shown them what they'd have to do
If they'd pass in with the chosen few.
I've marked their path of duty clear—
Laid out the plan for their whole career.

I've talked and talked to 'em loud and long,
For my lungs are good and my voice is strong.
So, good St. Peter, you'll clearly see
The gate of heaven is open for me,
But my old man, I regret to say,
Hasn't walked in exactly the narrow way.
He smokes and he swears, and grave faults he's got,
And I don't know whether he'll pass or not.

He never would pray with an earnest vim,
Or go to revival, or join in a hymn,
So I had to leave him in sorrow there
While I, with the chosen, united in prayer.
He ate what the pantry chanced to afford,
While I, in my purity, sang to the Lord.
And if cucumbers were all he got
It's a chance if he merited them or not.

But oh, St. Peter, I love him so,
To the pleasures of heaven please let him go.
I've done enough—a saint I've been.
Won't that atone? Can't you let him in?
By my grim gospel I know 'tis so
That the unrepentant must fry below,
But isn't there some way you can see
That he may enter who's dear to me?

It's a narrow gospel which I pray,
But the chosen expect to find some way
Of coaxing or fooling or bribing you
So that their relation can amble through.
And say, St. Peter, it seems to me
That gate isn't kept as it ought to be.
You ought to stand right by the opening there
And never sit down in that easy chair.

And say, St. Peter, my sight is dimmed,
But I don't like the way your whiskers are trimmed.
They're cut too wide, and outward toss;
They'd look better narrow, cut straight across.
Well, we must be going, our crowns to win,
So open, St. Peter, and we'll pass in."

* * * * * *

St. Peter sat quiet and stroked his staff,
But, spite of his office, he had to laugh.
Then said, with a fiery gleam in his eye,
"Who's tending this gate, you or I?"
And then he arose, in his stature tall,
And pressed a button upon the wall
And said to the imp who answered the bell:
"Escort this female around to hell!"

* * * * * *

The man stood still as a piece of stone—
Stood sadly, gloomily, there alone,
A life-long, settled idea he had
That his wife was good and he was bad
He thought if the woman went down below
That he would certainly have to go—
That if she went to the regions dim
There wasn't the ghost of a show for him.

Slowly he turned, by habit bent,
To follow wherever the woman went.
St. Peter, standing on duty there,
Observed that the top of his head was bare.
He called the gentleman back and said,
"Friend, how long hast thou been wed?"
"Thirty years" (with a weary sigh)—
And then he thoughtfully added, "Why?"

St. Peter was silent. With head bent down
He raised his hand and scratched his crown.
Then, seeming a different thought to take,
Slowly, half to himself, he spake.

"Thirty years with that woman there?
No wonder the man hasn't got any hair!
Swearing is wicked. Smoke's not good.
He smoked and swore—I should think he would!
Thirty years with that tongue so sharp!
Ho, Angel Gabriel! GIVE HIM A HARP!
A jeweled harp with a golden string!
Good sir, pass in where the angels sing!
Gabriel, give him a seat alone—
One with the cushion—up near the throne!
Call up some angels to play their best,
Let him enjoy the music and rest.
See that on finest ambrosia he feeds,
He's had about all the hell he needs;
It isn't just hardly the thing to do
To roast him on earth and the future, too."

* * * * * *

They gave him a harp with golden strings,
A glittering robe and a pair of wings,
And he said, as he entered the Realms of Day,
"Well, this beats cucumbers, anyway!"
And so the Scriptures had come to pass,
"The last shall be first and the first shall be last."

Trading Stamp Evil.

The trading stamp habit is fast becoming recognized by Eastern business men as one of the worst evils that has yet attacked general mercantile business. Recently a deputation of Ontario business men waited on the Government with a view to having trading stamps prohibited. This deputation was headed by the President and Secretary of the Merchant Dealers' Association, with headquarters at Toronto.

The gentlemen presented strong resolutions from various branches of the Association condemning the evil. What the Government will do in the matter, is, as yet, merely conjectural.

A sporting editor says the situation of Russia in the far east and the Czar's reported determination to continue the war reminds him of the Australian oarsmen who were struggling along in a race far behind the rival pair. Their coach was running along the bank of the river, shouting "Go on, go on, you're not beat yet." Two blokes on the riverside, seeing the hopelessness of it, yelled out, "Don't you mind him. You are beat. Chuck it, chuck it."

The New J. I. Case Triumph Gang Plow

This plow has all the latest improvements, including Foot Lift, and is one of the many good implements sold by

The BALFOUR IMPLEMENT CO., LIMITED

Offices—
913 UNION BANK BLDG.
WINNIPEG, MANITOBA.

New Style Plow Invented by Kansas City Man.

The Kansas City Journal says: Frank Dinwiddie, 3017 East Twentieth street, engineer at the Journal building, has invented and patented a plow that promises to revolutionize that factor in farming. By his invention, he declares, two horses can pull with ease a plow which will turn a furrow four feet wide as against a gang plow which with four horses turns but twenty-eight inches. The ordinary two-horse plow lays over a strip of land only fourteen inches wide.

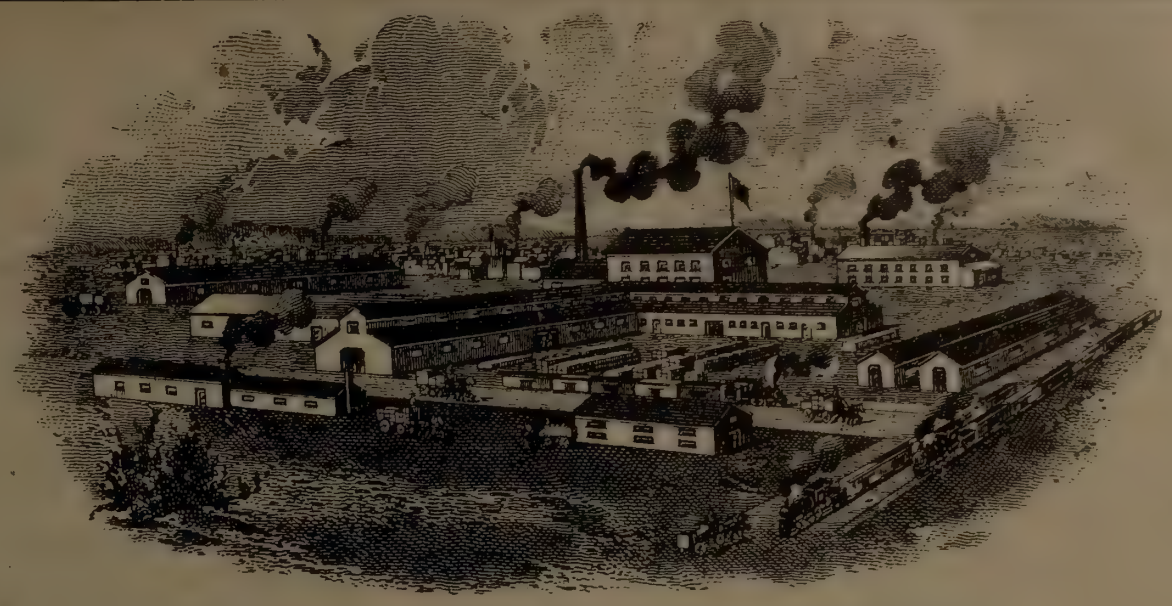
By this comparison it will be seen that the amount of work which can be done with two horses in increased 200 per cent.; or, in other words, the cost of this branch of farming is reduced 66 2-3 per cent.

Mr. Dinwiddie's patent is no complex contraption which will eat up in costs of repairs all the saving made. On a four-foot axle, suspended from the usual sulky frame, is a hollow cylinder one foot in diameter. Running from the axle to the surface of the cylinder are six sets of rods, six in a set protruding at equal distances in rows about the surface. To the end of each of these is affixed a four-pronged fork. The forty-eight inch axle throws these forks eight inches apart.

When the machine is in readiness for use the cylinder rests squarely on the ground with the forks on the under portion buried in the soil. As the team goes forward the cylinder revolves on the ground and each of the six broadsides, each composed of six forks, is in turn forced into the ground and drawn through the earth, each fork at the deepest point penetrating to the depth of six inches, which is the depth of the plow now in use. The prongs on the forks are curved in the same fashion as those on the ordinary eating fork so they pierce the ground without any great expenditure of powers, sinking by degrees as the cylinder turns. As each set of forks emerges from the ground it is, by a clever axiliary connection, turned automatically, sidewise, thus permitting the dirt to fall. Any that might cling is scraped off by an arm of iron that extends inward, circular shaped, from a frame without the cylinder.

As they rise the forks are thrown back in their first position ready to sink into the ground again. By a contrivance that can be worked from a seat for the rider on top of the machine, the cylinder can be raised readily until the forks clear the ground. This same action throws off the gear and the cylinder hangs stationary.

Mr. Dinwiddie and several farmers gave the new plow a long trial in the east bottoms last fall. The farmers who witnessed the workings of the plow declared that they saw no reason why it should not prove entirely practical on all ground clear of rocks and roots. This means 500,000,000 acres in the United States. The invention will be of great use in the wheat belt. The appearance of the ground plowed by Dinwiddie's machine is the same as if it had been spaded. The ground, thoroughly broken, lies clear of the furrows and mounds which result from the use of the present plow.



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Phone 1446.

Metallic Shingle Rate.

The Railway Commission, it is reported, have reached a decision in regard to the complaint that the railway companies are charging an excessive rate for the carriage of metallic shingles. The rates on wooden shingles, slate, etc., are in the tenth class and are frequently lower than that class. At the present time, owing to a change made not long since by the railways, metallic shingles were transferred to the fifth class and the rate is such, the manufacturers say, that they cannot do any business under it. For eleven years the railways carried metallic shingles according to the rate in the seventh class, and there does not seem to be any valid reason why they should not continue to do so. The railways, of course, have an objection. They contend that if metallic shingles are restored to the seventh class it involves the inconsistency of carriage of the manufactured article at a lower rate than the raw material. However, as metallic shingles remained under the seventh class for eleven years without working serious injury, there seems to be no good reason why they should not be restored to that class. The Railway Commission will probably decide in favor of the complainants and order the railways either to give a commodity rate or restore metallic shingles to the seventh class.

New Cars.

The Great Northern Railway recently added to their rolling stock two chair cars. These will be used en route between Winnipeg and St. Paul, on the C.P.R. Gt. Northern line on which they are re-establishing a passenger train service. This will, undoubtedly be a great boon to passengers as a large portion of the trip is to be made by daylight under the proposed schedule.

New C. N. R. Lines.

The following is a list of the construction work that will be taken up by the Canadian Northern Railway during the coming year: Completion of the main line to Edmonton; the Rossburn line to Rossburn; the Carberry-Brandon section; the Springfield branch, a distance of twenty miles from Winnipeg; the extension of the Prince Albert line from Melfort to Prince Albert; and the completion of the Thunder Hill branch, from Swan River to a point just beyond the western boundary of the Province near Thunder Hill.

Other construction work will probably be taken up, such as the extension of the Hartney line to Regina, and the commencement of several other projected lines in Western Canada, east of the Rockies.

Duty Raised.

The action of the Dominion Government in placing an extra ten per cent. duty on automibiles, and parts thereof, has led to a storm of protest among Eastern dealers, who, prior to the Order-in-Council increasing the duty, made sales on the basis of the duty previously imposed; viz., 25 per cent. Many claim that with the duty placed at 35 per cent. there will be no profit in the business and in some cases they will lose money.

With a view to having the advance rebated on goods ordered from the factory, prior to the extra 10 per cent. increase, a deputation of dealers from Toronto, Montreal and Ottawa, waited on the Government recently and advised that such steps be taken. As usual, the Government promised consideration.

The reason for the adding of 10 per cent. to the duty, we learn from an exchange, is due to the fact that the Department, and the Minister of Finance, Mr. Fielding, were rather doubtful as to the proper classification of automobiles. When they were first imported from the United States they were classed as gasoline engines, and duty was collected on that basis. Mr. Fielding, however, now maintains that the automobile is a vehicle and that it should be levied on accordingly. The duties on gasoline engines, etc., is twenty-five per cent., while on vehicles, generally, it is thirty-five per cent. This accounts for the increase.

As a result of this change to a higher protective duty, concerns that are now starting business in Canada will be materially benefited.

Carriage Factory Destroyed.

The carriage factory of A. Peere & Co., at Montreal, Que., was totally destroyed by fire recently. Damage was done to the extent of $16,000. During the fire the roof was blown off but only resulted in injury to one fireman.

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'Phone 195

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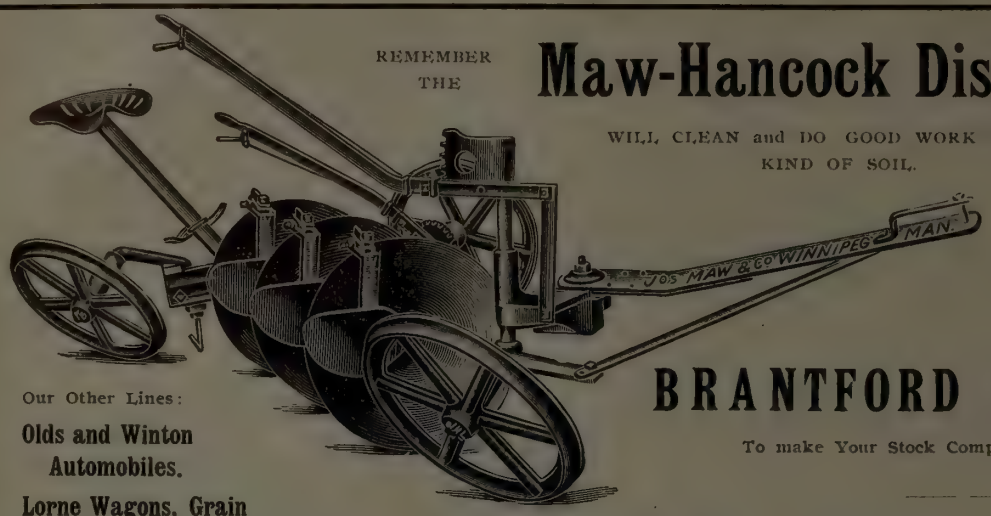

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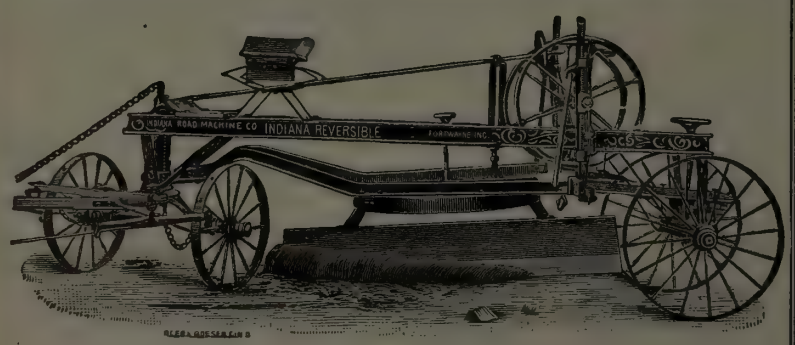

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It will also run a Cutting Box, Churn, Cream Separator, Washing Machine, Grain Pickler, or Fanning Mill on the farm.

There are lots of uses for it in Town, such as Pumping Water, running Printing Presses, Sausage Machines for the butchers, Emery Stand and Drill in a blacksmith's shop, small machine shop, Wood-Working Tools, etc. We equip them with a Rotary Pump for pumping out cellars and guarantee a capacity of 3 bls. a minute.

Getting at parts is a serious matter on some engines. Got to tear things to pieces sometimes to get at a trifling part. Nothing like that on our AIR Cooled Engine—every part can be gotten at easily and any adjustment made at once. That gives our agents a big advantage and sales easier to make. Incidently they make more percentage of profit on these **1½ H.P. AIR COOLED ENGINES** than on any other we know of.

We have larger sizes in Water Cooled Engines. Also MARINE ENGINES and Complete LAUNCHES.

If you want an agency, write us.

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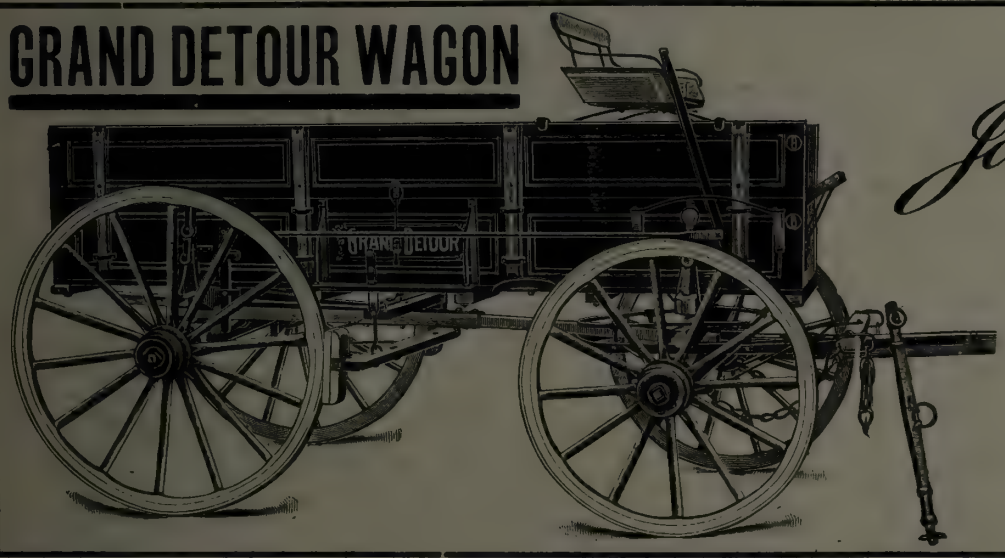

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LE ROY PELLETIER, Special Correspondent of the New York Times, says:—"I went into the Klondike in 1897 taking my 'Blick.' With me there were two other correspondents, they each taking one of the larger machines, neither of which could stand the rough usage Thus my machine not only did my own work but the work of my brother correspondents as well. In 1898 I was President of the Yukon Mining Exchange, and the little "Blick," did all the work of the establishment, which handled nearly all of the mining property that was transferred in Dawson that year. I refused $300.00 for the machine. It has never been repaired during the four years which I have owned it." ——Why pay the exorbitant prices asked for other makes of typewriters when we will sell you our No. 7 Office Machine for less than ha f their price, or our No. 5 Office and Portable Machine for less than a third of the price at which they are sold

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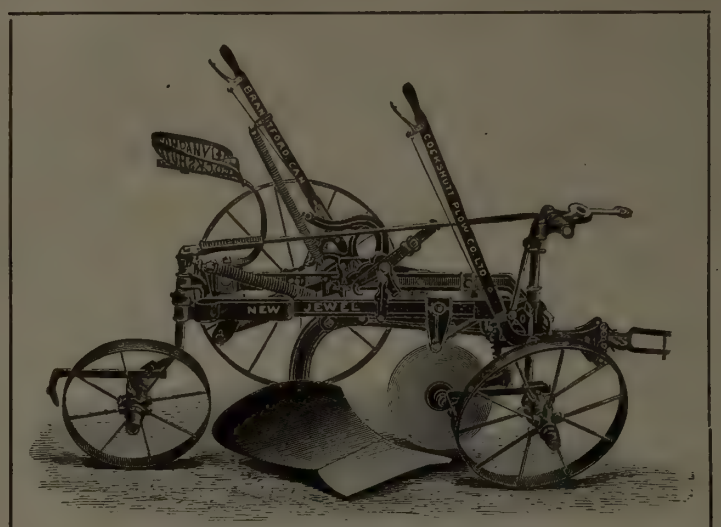

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The large and constantly increasing sales of **Cockshutt Implements,** both in this and other countries, is not due alone to their superior quality. The completeness of the line counts for much.

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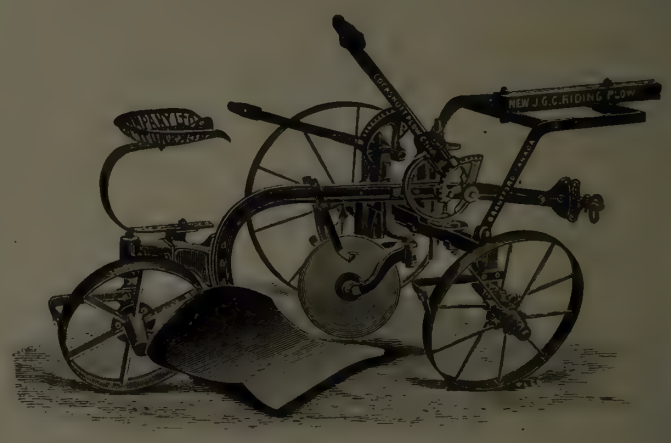

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Factory: Brantford WINNIPEG

CANADIAN FARM IMPLEMENTS

Vol. I, No. 4. WINNIPEG, MAN., APRIL, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

Mutual Insurance.

Unity of action is, undoubtedly, the most effective way of achieving results, when any item of more than ordinary interest or benefit is taken up. On this ground unity among the implement dealers of Western Canada is essential, now that the Western Retail Implement Dealers have shown their determination to carry to a successful conclusion the scheme of mutual fire insurance as promulgated in our February issue.

This scheme is something that should appeal strongly to every implement dealer, and particularly to the man handling implements in the smaller towns and villages who has not adequate fire protection. The proposition is one that can be made a great factor, both in economy and results, to the implement dealers. In order to show the benefits derived from, and the growth of a similar association, known as the Implement Dealers' Mutual Fire Insurance Co., which is in connection with the North Dakota and Northwestern Minnesota Implement Dealers' Association, we are giving hereunder a few extracts from the address of the secretary, Mr. Geo. E. Duis, mayor of Grand Forks, N.D., and who was elected president of the main association at the annual convention held at Fargo, N. D., a few weeks ago, at which he delivered this address from which we are taking these extracts. Mr. Duis says in part that a committee was appointed for the purpose of organizing a mutual fire insurance company for the benefit of the association in February, 1903. This committee met in March of the same year and proceeded to organize and elect temporary officers. The secretary was instructed to proceed to organize the company as expeditiously as possible and to report to the board of directors when the required amount of insurance had been secured. The amount required being $200,000. Applications to this amount had been secured by May 10. The applications, articles of incorporation, by-laws and all the necessary legal requirements having been received, same were transmitted to the insurance commissioner of North Dakota, who thereupon legalized the writing of insurance of this company. The legal date of incorporation was May 15, 1903, since which time this company has been actively engaged in the fire insurance business in North Dakota.

At the first annual meeting held in December, 1903, the company had in force business to the amount of $500,000. All losses and claims of every kind and nature had been adjusted and paid, with one exception, for which there had not been enough time to make settlement. The business since that time has rapidly increased until at present business is now in force on the books of the company to the amount of over a million dollars. The losses from Dec., 1903, to Dec., 1904, amounted to $10,431.04. All claims were promptly paid and much confidence was thereby instilled into the minds of doubting dealers. Besides paying all claims the company returned the 40 per cent. dividend promised. This amounted to $6500 and Mr. Duis expects that same will be doubled this year. This will mean a saving of several thousand dollars to the dealers who have risks and will also mean that this saving will go into the betterment of conditions at home. It will not go to foreign cities but will be spent right in the dealers' own town, county and state. The organization of this company, and other companies in other states, has also had the effect of keeping general insurance rates down to a nominal figure. This company is in sound financial standing and every man who has insured his property with it is loud in its praise.

The turbine engine is steadily increasing in use, both on land and on sea.

Motor Boats.

The advent of the gasoline engine has almost completely revolutionized the launch business of the world. Particularly is this true in the smaller sizes. Five years ago, motor boats operated by gasoline engines did not number more than five per cent. of the launch trade, while to-day the launch equipped with steam engine and boiler is a rarity and the man who insists on having such an outfit is looked upon as a curiosity. It is merely another case of the "survival of the fittest," for the reason that the gasoline engine takes up vastly less room, is more cleanly, and can be started without loss of time, whereas in the case of the steam engine it takes from twenty minutes to half an hour to get steam up in the boiler.

It is possible to-day to purchase a marine gasoline engine for the propulsion of an ordinary rowboat. An engine of this type weighs but 37½ lbs., is capable of developing from one to one and a half h.p., and can be bought with all fittings, piping, gasoline tank, etc., for less than $100.00. A complete 16-ft. launch, capable of carrying from six to eight people, equipped with the above engine, can be secured for $200 in Winnipeg. There is practically no limit to the price one can pay, providing they have the desire and the cash, for a modern gasoline launch. During the recent Motor Boat Show in Boston there was exhibited a 60-ft. racing launch fitted with a gasoline engine, having six cylinders and capable of developing 100 h.p. This craft was sold to a Philadelphian for $8,500.

During the past few years many manufacturers have been putting forth strenuous efforts to produce light engines for launch purposes. Many have succeeded in greatly reducing the weight but this is only done at an increased cost in price. We know of a case where a Chicago manufacturer succeeded in building an engine capable of developing 83 h.p., weighing only 650 lbs. This so increased the cost that it was found inadvisable to build such engines. For all ordinary motor boat purposes it is possible to secure a 20 h.p. engine with four cylinders, weighing 400 lbs.; a 10 h.p. two cylinder, weighing 260 lbs.; a 5 h.p. single cylinder, weighing 150 lbs.; or 3 h.p. of 100 lbs. These weights, being about the average, amply demonstrate how readily they can be adapted to the smaller boats.

In the Canadian Northwest there are a large number of small lakes and large sloughs that are convenient, and the advent of the small, fair-priced motor boat, which can be procured by anyone of moderate means, promises a recreation and sport, the love for which is a trait of the Anglo-Saxon race. Up to the present, motorboating has not made much progress in Winnipeg or the West, but from indications seen on every hand, it is evident that a large number of these craft will go into commission during the coming season. Just now the supply is entirely inadequate to the demand. Among other concerns the Cooper Gasoline Engine Co., of 313 Donald St., this city, is paying particular attention to this trade and that they are meeting with considerable success. Having a number of years' experience in the gasoline engine business they are in a position to advise customers regarding the most desirable outfit for their purpose.

What is said to be the largest electro-magnet in the world has been installed in the Bridgeport (Conn.) Hospital. It will be used for extracting pieces of iron and steel from the eyes of machinists and other metal workers who may be injured.

The Useful Gas Engine.

The gasoline engine has many advantages over any other power for farm use, unless it be electricity, and only in exceptional cases can electricity be obtained for power. Gasoline engines, when ignited by a battery, can be operated anywhere without danger from fire, and this is the great advantage over steam. It can also be started in a minute without waiting to get up steam, and when the work is done the expense stops at once. It requires no engineer, is automatic in action and self-regulating. At the Iowa State Fair last fall a traction gasoline engine was exhibited, and the operator would start it and get off and let it run around the circle with no attendant. The battery is better for ignition than the flame, and is cheaper and safer.

For separating milk, churning, pumping, running saws, shredders, fanning mills, washing machines and grindstones, gasoline engines have proved by a wide experience to be entirely satisfactory. For threshing machines it is still an open question, for the smaller engines have so far recommended themselves better than the larger ones. Stationary gasoline engines should be bolted firmly to a base of rock and mortar. If they can make the base tremble their work will not be satisfactory. In this locality practically all the country newspapers are printed with gasoline engines, and sometimes a balky engine on an upper floor never gives a particle of trouble when it is removed to the lower floor and made solid. For small engines the style which uses the oil cooler instead of the water cooler has advantages, for water will freeze in the tank sometimes and cause much trouble. If a water cooler is used and it be a stationary engine, the best way is to have the water in the cistern or a tank and let the engine pump it for cooling, the water running back to the cistern to be used over and over again. The cistern is out of the way, and it will not freeze.

Small engines are usually more serviceable on the farm if portable and mounted. Even ordinary trucks work well, and shredding, wood sawing, etc., can be done anywhere. A few farmers can unite in buying a shredder of moderate capacity and a gasoline engine and circular saw and change work get their jobs done with no cash outlay but for gasoline, and suit themselves as to the time to do it.

The dairy farmer, however, needs an engine all to himself. He should have a farm separator, and should separate every day, of course, and so he needs the engine night and morning every day in the year, and he can use it for other purposes the rest of the time as desired. Some dairy farmers rarely move their engines, finding so much use for them around the dairy house that they depend upon traveling outfits for heavy work, threshing, etc. The ease of operating, the cheapness, the saving in work, the freedom from danger or fire, the compact form and small room required, and the readiness with which it can be started and stopped give the gasoline engine a great advantage over other kinds of motive power for the farm.— E. C. Bennett, in Iowa—Homestead.

Go Slow.

The tendency of public opinion is to run to extremes.

When danger threatens the people's rights, the people are usually very slow to awake to the fact; but once aroused, they are apt to rush pell mell, like a flock of sheep, until they crash into the wall on the opposite side of the pasture. Then, if the common enemy happens to get caught in the rush he is crushed beneath the impact of the mass; but if adroit enough to slip out of line, the people simply bruise their own heads.

That there lies a real danger to the people, an actual menace to their rights, in the present day system of organized corporate greed cannot be denied. But a blind, headlong rush into the madness of wholesale socialism will never remedy, but simply increase, the trouble.

There are two classes of would-be leaders of the people who clamor for socialism: That portion of the "masses" who, having failed to make a success of life, are anxious to compel a division of their wealth by the successful, and those slimy politicians who hope, by compelling a change in the established order, to get their feet in the public trough and "hog" as much of its contents as their mangy hides can hold.

In the hullaballoo raised by these two classes, the people themselves are apt to become confused and stampeded, and so made to serve the selfish ends of their self-appointed and irresponsible leaders, to their own undoing. The remedy tried, therefore, may easily prove worse than the original trouble.

It behooves the people to be doubly watchful of their interests, beset as they are with these double dangers, like the mariners of old between the rocks of Scylla and the maelstrom of Charybdis.

The people unquestionably have rights, and have the right to protect these rights; but to attempt to do this by annihilating some of the most honorable and practically helpful lines in which a host of good, upright citizens are lawfully engaged, in the vain hope of driving out of business a corporation engaged in a similar line, simply because of its magnitude and greed and more or less unscrupulous methods, is folly and worse; it is criminal injustice.

By all means compel honorable competition by publicity or any other lawful methods: but let these over-zealous legislators be careful how they destroy the rights of a portion of the people in an ostensible and one-sided attempt to protect the rights of another portion; and let them be doubly careful lest in so doing they undermine the whole social and business structure of the country.—The Weekly Implement Trade Journal.

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No water tanks, no gasoline pump. Simple, strong, safe. High in grade, but high in work also.

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Box 301 **BRANDON, MAN.**

Be careful when addressing us. Get it right. Say Manitoba and Box 301

Pointers on Checks.

Bank checks possess many advantages for the conduct of business, and are used to a proportionate great extent. They are in nature but orders for the payment of money and are payable in the order in which they are presented. As given in the usual course of business, they do not constitute payment of the indebtedness for which they are given until paid. Nor will the concurrent receipting of the debts for which they are given change this. If they are not paid on proper presentation, resort may be had to the original claims. The rule is different in this respect as to certified checks. So the having of checks certified constitutes payment as to the persons drawing them.

Checks should be dated. If not dated at all and they do not contain any statement as to when they are to be paid, they are never payable. They must be ante or post-dated, as well as dated on the day of delivery. By being ante-dated they may be made to cover prior transactions, and in a measure determine the relative rights of the parties to them, provided that no fraud is intended or done. Post-dating in the main determines the date of payment.

When post-dated so as to fall due on Sunday, they are payable on the following Monday. Checks post-dated or maturing on legal holidays should be presented the day following. When post-dated checks are paid before the dates mentioned, the money paid on them can be recovered. If blanks are left for the dates, the holders of checks are thereby authorized to insert the true dates of delivery, but no other dates, and if they insert any other dates it makes the checks void. Changing the date of checks without consent of the drawers will do the same.

The presumption is that when checks are drawn, funds will be provided at the banks on which they are drawn to meet them, but presentation for payment must be made within a reasonable time. If not so presented, the holders will be charged with any consequent loss. When persons receiving checks and the banks on which they are drawn are in the same place, they should be presented the same day, or at least, the day after they are received. Where they are in different places, the checks must be mailed to some bank or person at the place where payable before the close of the day following any receipt, and the latter must present them before the close of the banking hours on the day following the receipt there; no extra time will be gained by holders depositing checks in their own banks for collection.

After duly presenting checks, it is also the duty of the holder, if they are not paid, to notify the drawers before the close of the next secular day following the presentation and dishonor. No particular form of notice is required. It may be written or verbal. The principal case in which losses occur from failure to use due diligence in the collection of checks is where the banks on which they are drawn fail in the meantime. If the banks continue solvent, the drawers will remain liable to pay their checks for months at least after they are drawn. Presentation and notice of dishonor will also be dispensed with where there are no funds to pay checks, and where the banks on which they are drawn suspend payment before they can be presented, using proper diligence. After receiving checks, they must be presented for payment, unless such presentation would be useless before the original claims can be sued on, for, by accepting checks, there is an implied agreement to use that method of procuring the money for which they are drawn.

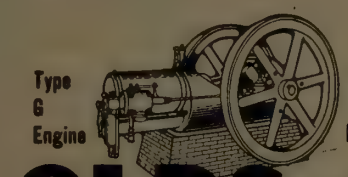
When checks are negotiable and pass by indorsement or delivery, the same degree of diligence will be required of each person to whom they are endorsed, in order to hold those indorsing them, as is required of original payees to hold original drawers of checks. But by putting checks in circulation, the liability of the drawer cannot be prolonged. They must be presented within the same time by indorsees as by payees.

The above interesting item was taken from the Winnipeg Commercial. It commends itself to our attention and we recommend it to our readers. It contains much sound information that should be of value to every business man.

South African Trade.

Owing to the continued dry season in South Africa, which has caused the destruction of large droves of cattle, there prevails an active demand for pumps and windmills. The sinking of wells has become a necessity, and even the government boring machinery has been called into requisition in order to supply live stock with the necessary quantity of water that they must have in order to sustain life.

Two types of windmills are saleable—a light one for pumping water for stock, and a heavier one for irrigation purposes. The Cape Town market is fairly well stocked with the lighter mills. The main points essential to the successful sale of wind motors is that they must be light, of great capacity, easy of removal from one point to another, and they must be of the type that will be set in motion by the slightest breeze. Windmills of this sort are scarce, and German and Austrian manufacturers are doing all they can to gain control of the trade. The American model, however, is conceded to be the most desirable machine, but according to all reports it behooves our manufacturers to look sharp if they are going to gain a footing and hold it. Care should be taken in packing and duplicate wearing parts sent, so that repairs can be made on short notice. Foreign dealers are giving special attention to this matter.



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They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine 2 to 8 H. P. (jump spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.

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THE PEERLESS JACK

For Automobiles, Machinery, Traction Engines, Threshers, Etc.

A model of simplicity, durability and strength. Raise by working handle below center; lower by working handle above center. Works at any angle. Send for Catalog e. OLIVER MFG. CO., 210 Desplaines Street Chicago, Ill.

Municipal Scales

Every village and town in Western Canada should have a municipal scale. Has yours one? If not, it is up to you to get the job and put in a Fairbanks Wagon Scale. Prices and catalogues sent on application.

THE CANADIAN FAIRBANKS CO., Limited

Montreal Toronto Winnipeg Vancouver

Bill Nye as a Dairyman.

When I was young and used to roam around over the country and gather watermelons in the light of the moon, I used to think I could milk anybody's cow, but I don't think so now. I do not milk the cow unless the sign is right, and it hasn't been right for a good many years. The last cow I tried to milk was a common cow, born in obscurity, kind of a self-made cow. I remember her brow was low, but she wore her tail high and she was naughty, oh so naughty.

I made a commonplace remark to her. One that is used in the very best society, one that need not give offense. I said, "So"—and she "Soed." Then I told her to "Hist"—and she "Histed." But I thought she overdid it. She put too much expression in it.

Just then I heard something crash through the window of the barn and fall with a thud, a sickening thud, on the outside.

The neighbors came to see what it was that caused the noise. They found that I had done it in getting through the window.

I asked the neghbors if the barn was still standing. They said it was. Then I asked them if the cow was injured much. They said she seemed quite robust. Then I requested them to go in and calm the cow a little, and see if they could get my plug hat off her horns.

I am buying all my milk of a milkman. I select a gentle milkman, who will not kick, and feel as though I can trust him. Then, if he feels as though he can trust me, it's all right.—Bill Nye.

Mineral Production in 1904.

The Dominion Geological Survey Department has published the annual preliminary statistical statement of the mineral production of Canada for 1904. The value of the mineral products of Canada last year aggregated more than $60,000,000, which is a falling off of $2,500,000 in the grand total, but this does not necessarily indicate a general slackening in the permanent industries of the country. It is rather a gradual return to the natural conditions after the abnormal inflation due to rapid exploitation of the richer and easily accessible portions of the Yukon placers. To this cause can be attributed nearly $2,000,000 of the decrease shown. Taking the different classes, comparison with the totals of 1903 shows that the structural material and clay products class remained practically stationary as far as their aggregate value is concerned. Practically every province in Canada shows a falling off. Nova Scotia, which ordinarily has an output of about half a million dollars, shows a decrease of nearly half its production. Several reasons are given for this, among which may be mentioned the extreme drought during the past season, the closing down, owing to financial difficulties, of a number of the best producing mines, and the cessation of production at the Richardson mine owing to the destruction of the shaft and workings by an extensive crush.

In Ontario, although a considerable amount of prospecting and development work has been done, most of the mines that were formerly important producers, were not operated during the year.

In British Columbia, an increased output from placer mines is indicated, while a smaller production was obtained from the lode mines. The ore shipments from Rossland and vicinity, the chief gold producing district, were less in 1903 by about 20,000 tons.

The Yukon output for the year, $10,000,000, is based on the receipts of Canadian Yukon gold at the United States mint at San Francisco and other receiving offices.

Although over twice as much lead was produced in 1904 as in 1903, the output is still far from its former maximum, viz., 31,584 tons in 1900. The production in 1904 was about 19,000 tons as compared with 9,070 tons in 1902.

The exports of lead from Canada in 1904 were 12,913 tons of lead in ore, etc., and about 21 tons of pig lead. Exports of iron ore were 168,828 tons, valued at $401,738. In addition to the ore exported, about 180,932 tons of ore, worth about $489,687, were mined in Canada and charged to Canadian blast furnaces.—Canadian Manufacturer.

In China all the land belongs to the state and the only tax is a slight sum per acre, paid as rent, and which has never varied through all the centuries of time.

Life of the Cream Separator.

The dealer is often asked questions by the farmer concerning the lasting qualities of cream separators. This is one of the strong points made by many manufacturers in order to promote the sale of their particular machine. During the past few years the manufacture of these machines has grown at a phenomenal rate, and every day farmers are becoming more and more alive to the advantages and profits to be derived from the use of a cream separator. They are very particular in their choice of machines and want only those that will do the closest skimming, last the longest, and can be operated with the least exertion. This discrimination on the part of the farmer has been the cause of many so-called cream separators finding a resting place on the scrap heap.

The most important factor in the life of the separator is care. Its life depends on the treatment it receives at the hands of the operator. A machine, even of the highest grade, will be speedily rendered useless by a careless or incompetent operator. Its life will be shortened and its effectiveness will have departed, leaving the purchaser with a mind soured against cream separators in general and his own make of machine in particular. If the machine is properly taken care of it will last for many years. A modern cream separator, with careful handling, should last and do good work for at least fifteen years.

There are many styles and makes of machines offered on the market at the present time, and each has some particular point to recommend it. The truth regarding the cream separator problem appears to be that the machine that receives the best care at the hands of the operator is the one that will last the longest and give the most satisfactory results. Very much depends on the man. There is scarcely any room for dispute on this point. The care of the separator is its life, and if the operator is not careful, the life of the machine will be short.

In order to insure length and satisfaction of service it is essential that the machine be kept in the most cleanly condition. It should be thoroughly washed every time it is used, not every other time, or once a week. Every part that comes in contact with the milk must be cleaned and scalded after each milking. If this procedure is not followed, the part subject to the acid of the milk will become blackened and in many cases corroded. Where this state of affairs exists the life of the machine will be short. Washing is one of the most important points in getting a separator to give the best satisfaction. This cannot be supplied by the manufacturer. He can only give instructions as to the proper method of operation. He makes the machine, guaranteeing it to do perfect work if kept in proper condition. As a rule, the machine will satisfactorily perform its part of the contract providing the operator does likewise. Deal-

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Porcelain Lined Iron Cylinder Wood Pumps

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TENNESEE YELLOW POPLAR

Morden Double Action Force Pump

FULLY GALVANIZED

Send for Prices and Discounts

Melotte Cream Separator Co.

124 PRINCESS STREET, - WINNIPEG, MAN.

ers, when placing machines with the farmers cannot make this point too strong. We regret to say that many farmers are exceedingly lax regarding the care of their machines. (This is not alone applicable to the separator, but to almost every other implement and machine on the farm). They get the idea that if the separator is simply rinsed out after each period of use that such is sufficient. This, of course, is a false idea and not entertained for a moment among careful, studious dairymen. The most satisfactory method of washing the separator is first to rinse it out with cold or tepid water immediately after using. This should be followed by a thorough scalding with boiling water, after which the parts so treated should be placed in the sunlight in such a position that dust cannot get at them.

The care of the frame and gearing of the separator is overlooked by many otherwise careful operators. It is just as essential to the longevity and work of the machine to have the gearing and farmer in a cleanly condition as it is to pay attention to the other parts. Once a month, at least, the gearing should be cleaned of all old oil and grit. There has never been, that we have seen, a perfectly dust proof separator. More or less grit is bound to get into the gearing of any of them. No harm from this source will result if the machine is thoroughly cleaned once a month.

All the old oil should be removed and new oil applied. Care should be taken in the application of the oil. As was said in a previous issue, mower oil will not do, and it is equally bad to apply too much oil as it is to apply too little. If the gearing of the machine is of the best quality when the machine is sold to the operator and he takes care to see that all the gearing is kept free from gummy oil, grit or other foreign matter, there will be little, if any, wearing of these parts; therefore, the life of the separator will be lengthened indefinitely.

Carelessness is, undoubtedly, the greatest destroyer of cream separators. No machine, no matter how high the quality, will last if it is not taken care of in a proper manner. We know of many cases where the gearing and frame of the separator are never touched, also a number of cases where the parts that come in contact with the milk are only washed as the fit takes the owner. What is the result? Nothing but dissatisfaction both for the dealer and operator. The life of any machine, under similar conditions, would be short, and the cream-separator is no exception to the rule.

When one considers all the good things that can be said in favor of the separator one is forced to wonder at the number of misleading statements that are made regarding it. Not long ago a certain paper, speaking of the separator, was authority for the statement that five cows would produce enough more butter with a separator to be equivalent to $84 more than could be got from the same cows without the use of a separator. This is an exaggeration, and all exaggerations are detrimental to the business of the dealer. No reputable seller desires to place his wares in the hands of the consumer by talking what he knows, or should know, to be untruthful. A separator that is a close skimmer will, under varied conditions, make a gain of ten dollars per average cow per milking season over and above that produced without a separator. In a herd of eight or ten cows the separator will effect enough saving in butter fat to pay for itself within a year from the time it is started, and will, when properly cared for, gain its own price year by year. The separator will produce greater profits during its life than any other machine manufactured for the use of the dairyman, providing that it is looked after properly.

A Neat Catalogue.

We recently received from the Deere & Mansur Co., of Moline, Ill., one of their handsome 110-page catalogues. This is one of the finest examples of the printers' and bookbinders' art that has come to hand. The fine quality of paper used brings out to advantage the large number of half-tones which are distributed throughout the catalogue. There are also a number of colored illustrations which lend effect to the work. It contains a fund of information concerning the goods manufactured by this company, such as planters, drills, disc harrows, seeders, weeders, cultivators, stalk cutters, hay loaders, etc. The Fairchild Co. of this city are their agents.

De Laval Separators

The Standard of Excellence

DE LAVAL skimming qualities, wearing qualities and catalogued capacities can be depended upon as surely as the Government's Bond.

You may "think" the other kind is good enough but **you "know"** the puchase of a DE LAVAL SEPARATOR eliminates the element of chance.

Over 600,000 in use, exceeding by ten times all other makes combined.

Awarded every Highest Prize at every International Exposition for over a Quarter of a Century.

A post card will bring our catalogue.

The De Laval Separator Company

248 McDermot Ave. Winnipeg

Montreal Toronto New York Chicago Philadelphia San Francisco

SELL the CREAM SEPARATOR that SATISFIES

Farmers want to buy a ***reliable*** Cream Separator. They pay you good money for planting and harvesting machines, which they use for a few weeks and leave idle all the rest of the year. But when they buy a Cream Separator they are getting a machine that save time, work and money ***twice*** a day, ***every*** day in the year. That's one reason why thousands of farmers will buy ***United States Cream Separators*** this spring.

If there are farmers in your locality who keep cows, there are sure to be some U. S Separators sold. It is the most widely advertised separator on the market, and has the merit to back up all claims we make on paper. Farmers know about it—you don't need to ***explain*** its good points. Look at the cut and you will understand why the U. S. ***appeals*** to a customer.

Spring is the best time to sell Cream Separators—act now. Just fill out and mail us the coupon and we'll show you why it is money in your pocket to sell the U. S. Cream Separator.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, VERMONT

Distributing Warehouses at Winnipeg, Calgary, Vancouver

CUT ALONG DOTTED LINE

The VERMONT FARM MACHINE CO., Bellows Fall, Vt.

Gentlemen:—You may explain why it is to my advantage to handle the United States Cream Separator.

NAME .....

ADDRESS .....

9

Edmonton.

J. P. Minhinnick, general agent for the Frost & Wood Co., in Alberta, spent last week in Edmonton and district.

Geo. Manuel, of the International Harvester Co., took a business trip to Calgary recently.

The weather in this district has been delightful during the past month. It has been warm and dry with the result that a large part of the seeding has been completed.

The spring implement trade this season is not so brisk as in former years. The agents are more particular regarding the class of men with whom they do business on credit than formerly. Collection returns in this territory for the past two years has effectually taught the dealers a lesson so that they are not now filled entirely with the desire to "get the goods out."

W. J. O. Bouchier has severed his connection with the International Harvester Co. He will for the present continue to reside here.

A. I. Walker, of the International Harvester Co., here, recently returned from a trip to Vegreville. He was accompanied by Mr. A. C. Fraser, manager of the Edmonton branch of the Merchants Bank. It is reported that a branch of this bank will be established at Vegreville, which is situated on the new Canadian Northern line to Edmonton, in the heart of the Vermillion Valley district, about 100 miles east of here.

The Bellamy Implement Co., of this place, are making preparations for an extensive expansion of their business during the coming summer and fall. Mr. Thos. Bellamy of this concern recently purchased the present Baptist church building on May St., just north of Jasper Ave. This church will be vacated in the fall, and it is Mr. Bellamy's intention to convert it into a large implement warehouse. They have at present a frame building 48 x 82 on the property immediately adjoining the church. This concern does a large business in McCormick machinery as well as in many other lines of implements and vehicles.

Mr. R. L. Hoar, formerly in the employ of the Frost & Wood Co., at Winnipeg, is here negotiating with Berry & Hughes, Frost & Wood Co. agents at Fort Saskatchewan, for the purchase of their business.

Edmontonians are exceedingly gratified at the honor of having their popular citizen, Hon. Frank Oliver, appointed to such an important position as Minister of the Interior. A huge reception was tendered him on his return from the East.

Collections have recently improved in this vicinity. An increase in market prices has materially bettered conditions all round. Farmers are now disposing of live stock they have held over all winter and are beginning to meet their payments on the machinery which, in many cases, they purchased when they had no need of it. The excellent prices that prevail for oats has also had the effect of considerably loosening the stringency of money, so that taken all through things are in much better state than was anticipated a short time ago.

The delegates of the Canadian Manufacturers' association visiting England in June will be invited to attend a banquet to celebrate the incorporation of the West India committee by a royal charter.

Beatty Bros. Buy Provan Hay Carrier.

Among the manufacturers of smaller lines of implements, there is no more progressive firm than Beatty Bros., of Fergus, Ont., situated in about the centre of Ontario, on both the Canadian Pacific and Grand Trunk Railways. With a water power and excellent manufacturing facilities, they have rapidly built up a large hay tool business. Their Columbia fork is known from one end of the country to the other.

Last fall they purchased outright the business, patents and patterns of J. W. Provan, of Oshawa. Mr. Provan was known as one of the most original and successful hay tool men in Canada. At the principal fairs, including the World's Fair in Chicago, he won the highest awards in the face of competition from the largest firms, both Canadian and American. Many of his ideas have become standard in the hay tool world.

The Beatty unloaders certainly contain many points of decided advantage, which are fully covered by patents. Dealers will do well to write for the handy circulars which illustrate and describe their complete line.

The Moline Line is Complete

Moline Plows, Fish Wagons, Crescent Canadian Wagons, Mandt Wagons, Stover's Ideal Feed Mills, Horse Powers, Blue Ribbon Vehicles Sandwich Hay Presses, Webber Fanning Mills, Success Harrow Carts, etc. are some of our sellers

Over 100 styles to select from, consisting of Surreys, Driving Wagons, Stanhopes, Top Buggies, Bike-Wagons, Democrats, etc. Write for prices on Rubber Tired work

NO. 377 STANHOPE BIKE

Splendid designs : :
Artistic finish : : : :
Honestly built : : :

Our Catalogue, No. 18, will show you what we have. Our Price list will interest you, ask for both : :

We have what you want. Our terms are reasonable and prices right. Address all communications to

CANADIAN MOLINE PLOW COMPANY, Winnipeg, Man.

Brandon.

Mr. D. H. Watson, assistant manager of the Balfour Implement Co., Winnipeg, spent Sunday with his family here.

Mr. J. F. Templeton, manager of the Imperial Implement Co., who is pushing business from Brandon westward to Indian Head, was in town recently.

The Times Publishing Co. are moving their plant from their present quarters to larger and more commodious offices in the Hughes Block on Tenth Street. They are installing considerable additional machinery and furniture and intend to make their plant up to date in every respect.

Mr. L. T. Robier, who recently sold his farm in this district, has gone to Wauchope, Assa., where he will engage in the implement business. He will represent the Massey-Harris Co. and will also handle the products of the A. Kelly Milling Co. of this place. Mr. Robier is an energetic gentleman and we are satisfied that he will attend to the wants of the people in the Wauchope district.

Mr. F. D. Blakely, of Canadian Farm Implements, was in town in the interests of that journal.

Mr. G. R. Burkell, of the firm of Burkell & Betts, carriage builders at Neepawa, was in town recently in connection with the Canadian Order of Woodmen of the World, of which organization he is a prominent and active member.

Mr. W. B. Cameron, Massey-Harris agent, had the pleasure of a visit from a number of the Winnipeg officials of the company a short time ago. Among these gentlemen was Mr. C. H. Whittiker, Mr. W. White and Mr. S. F. Pearce.

The two Macks, McNeill & McKellar, opened for business on April 1st. Indications are that they will receive a fair share of the business.

Seeding has been going on in this vicinity since April 7th. The ground is in fine condition, and upwards of a hundred drills were sold by local dealers this season. A much larger acreage is being seeded this year than ever before. A good demand prevails for work horses and the market is quite equal to that of previous years.

Mr. W. Willis, representing the Reeves Co., was in town a few days ago in connection with the interest of that concern.

Jobbers and manufacturers of farm implements and machinery are beginning to recognize the fact that Brandon is one of the best distributing centres in Manitoba. The recent adjustment in freight rates gives added impetus to this claim, as the through freight rate is twelve cents additional from Winnipeg, whereas the local rate from Winnipeg is fourteen cents. Besides this saving, there is quicker transportation in through car lots, and as Brandon is admirably situated for trans-shipping purposes to Western Manitoba and the new provinces, it is most advantageous as a distributing centre. There is, however, an urgent necessity for the erection of new warehouses. The following companies are now distributing from Brandon: Frost & Wood Co., Massey-Harris Co., Sylvester Co., Cockshutt Plow Co. and the American Seeding Co.

Carbon the Factor.

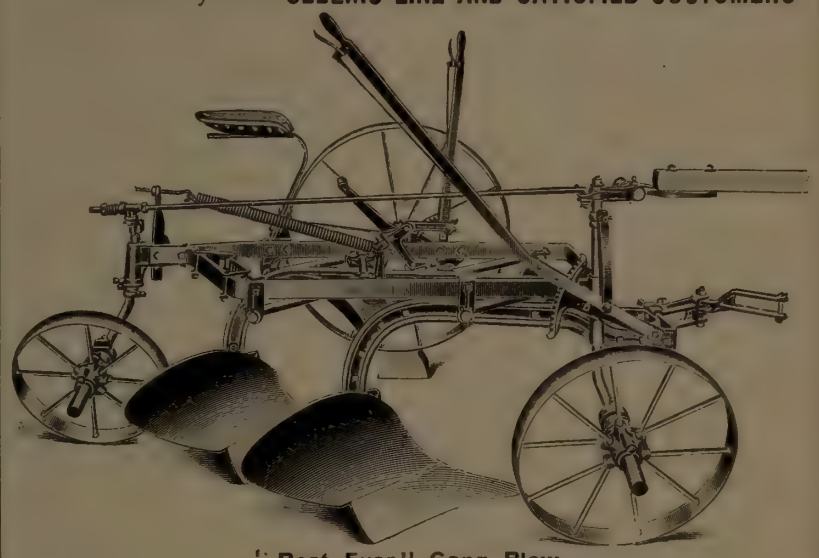
We often see two pieces of wire, equal sizes and apparently the same quality, but when subjected to test one wire will almost stand double that of the other. Why is this? What is the real difference in steel wire that makes one kind so much stronger than the other, though both are of the same gauge and look alike. The principal cause of the difference is due to the quality of the ore from which the pig iron was manufactured, and also the different processes through which the metal went in its various stages of manufacture. The most powerful element in the strength of steel is carbon. It strengthens and hardens the metal, and when properly assimilated, adds to its toughness. Hardness in wire can be obtained in low carbon steel by working under certain conditions, but wire of this description is produced at the expense of toughness and there is very little added to its strength. According to tests recently made by capable authorities, wire containing 3 per cent. carbon has 90 per cent. more strength than common steel wire. A high carbon wire of No. 9 gauge has an average strength of 2,400 lbs., as compared with 1,300 lbs. for common wire of the same gauge. It is very poor economy to order other grades of wire when the best quality can be purchased for only a slight increase in price.

IS YOUR BUSINESS SUCCESSFUL?

The line of Implements you handle has a great deal to do with your success or failure.

MOLINE PLOWS AND FLYING DUTCHMAN FARM IMPLEMENTS

will make you a **SELLING LINE AND SATISFIED CUSTOMERS**

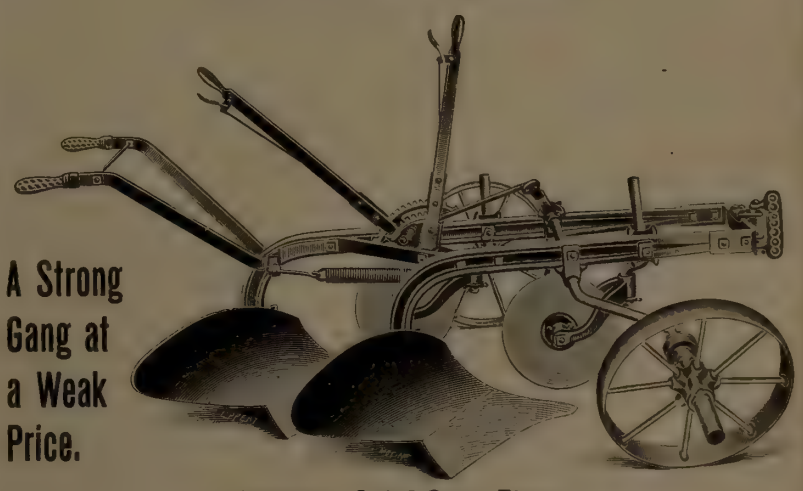


"Best Ever" Gang Plow.

The Gang Plow shown above is just what its name implies. The "Best Ever"—easy foot lift operation, heavy beams, patent dust proof wheels, and the best set of shares and bottoms produced on any plow.

WRITE FOR SPECIAL CIRCULAR.

A Strong Gang at a Weak Price.



Canadian Chief Gang Plow.

The "Canadian Chief" Gang Plow will get you the light gang trade. Place a trial order, the results will be convincing.

Address all communications to

Canadian Moline Plow Co.,
Winnipeg

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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ADVERTISEMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach this office not later than the 15th of each month—Cuts and Copy for New Advertisements can be received as late as the 20th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.

CHICAGO OFFICE
Room 818 Hartford Building.
A. S. CORE - - - Representative.

WINNIPEG, MAN., APRIL, 1905

Co-operative Harvesting Co.

We are in receipt of the following letter from the Farmers' Co-Operative Harvesting Machine Co., Ltd., Toronto, which is self-explanatory:

Toronto, April 12th, 1905.

The Canadian Farm Implements, Limited, 901 Union Bank Building, Winnipeg, Man.

Gentlemen:—Our attention has been directed to an article appearing on the editorial page of your issue for March, 1905, relating to the affairs of this company.

The libellous statements in question were first given out maliciously for the purpose of injuring the company. What purports to be the financial statement read by the secretary is not the true statement as presented to the shareholders but a fictitious statement invented for circulation against the company.

It is not true that the annual meeting was "hot and excited." The only adverse criticism came from the ex-official responsible for the mis-information given out, and there was at no time any disturbance excepting that at one particular point the shareholders got tired of listening to him and attempted to howl him down and had to be called to order by the chairman. The statement that when the ex-official referred to retired from the position of managing director a vote of regret was placed on the minute book is absolutely untrue.

The further statement that he had asked the Provincial Secretary to make an investigation was published simply for effect. He knows as well as anyone else that the Provincial Secretary has neither the power nor the desire to order such an investigation, and if such a letter was sent to the Provincial Secretary, of which so far there is no evidence, it was done merely that a copy of it might be printed in the press.

Since the article was published in your paper you will have observed that the "Montreal Witness" and other eastern papers have been satisfied as to the libellous nature of the information given out and have made suitable explanations and apologies. We presume that in the case of your paper there was no intention to give out wrong information and we would therefore ask you to publish this communication in a prominent position in your next issue.

If you will advise us by return mail that you will insert the foregoing explanation it will be satisfactory to us, otherwise we will have to instruct our solicitors to issue a writ for libel. You are, of course, at liberty to omit this concluding paragraph from the matter published.

Yours truly,

Farmers' Co-Operative Harvest-Machine Co., Limited.
W. C. Well, Secretary.

We Think Not.

"Some of the journals of Belgium, deploring the trade conditions here in certain lines, are encouraged to hope that manufacturers will be forced to compete in other countries. To extend their markets they are advised to specialize on products offering extra advantages. It is alleged that Belgian manufacturers of agricultural implements have entered into serious competition with Americans in what the latter term their own market (Canada), and have succeeded in placing products in greater quantities than have the Americans, heretofore thought to excel in that line."

The above item was taken from a report made by a United States consul to Belgium and was reproduced in several trade papers across the line. It comes as a decided surprise to us, in view of the fact that we were not aware that Belgian agricultural implements and machinery are imported into this country in any quantity. We do not know of any Belgian concern following this line of business, that has any branches or agencies in this country. We have never, to our knowledge, seen an advertisement exploiting Belgian goods in any agricultural or trade paper published in the Dominion, and we are of the opinion that manufacturers in Belgium are not negligent of the value of advertising and we are convinced that were any amount of business done we would at least hear of it in an advertising way.

From the above excerpt it would appear to us that the Belgian press infer that all agricultural implements used in this country are imported from our neighbors to the south. This, of course, is entirely erroneous. Though we still import large quantities of goods from Uncle Sam's domain, still the bulk of the trade is done by concerns manufacturing within our own borders. Many concerns in the States that do not manufacture in Canada have their agencies and branch houses scattered throughout the land. The arrival of thousands of immigrants weekly and their locating on homesteads, etc., has so stimulated the implement industry that the supply is scarcely more than adequate to meet the demand. We have no doubt if our Belgian newspaper friends were able to take a trip through Canada, as did the British journalists a year or two ago, they would change their opinions regarding our country.

Buyer's Guide.

We are indeed indebted to the Farm Implement News Co., Chicago, for a copy of their Buyer's Guide for 1905. As the title indicates this is a volume published in the interests of the dealer and contains a complete compilation of the various concerns manufacturing farm implements and machinery across the line. It contains 568 pages and lists the goods of 2,233 manufacturers, classified in such a manner as to be easy of reference. We congratulate the Company on getting out such a valuable volume.

College President Appointed.

At the meeting of the Agricultural College Board held on 19th inst., Mr. W. J. Black, the present Deputy Minister of Agriculture, was unanimously elected to the presidency of the new Manitoba Agricultural College. In our opinion Mr. Black is a most suitable man for the position and the College Board is to be congratulated on the appointment of such an efficient head. Though a young man, Mr. Black has a vast amount of knowledge pertaining to agricultural matters. He is a graduate of Guelph Agricultural College and was previous to taking the position of Deputy Minister, editor of the Western edition of the Farmer's Advocate. During his residence in the West, Mr. Black has made a host of friends, and we, along with these, wish him continued success.

Japan Increases Duty.

The Japanese Government has adopted a new schedule of import duties to go into effect the 1st of July this year. This new schedule provides for an increase on practically all lines of imports. Agricultural implements will be taxed 10 per cent. ad valorem, an increase of 5 per cent. over the present schedule. The duty on carriages and vehicles is increased from 25 to 35 per cent. and on cordage and twine of all kinds from 10 to 15 per cent.

C. P. R. Concession.

That the Winnipeg Wholesale Implement & Carriage Dealers' Association is accomplishing good work for its members is evidenced by the fact that the association recently succeeded in getting the C.P.R. authorities to restore the ruling that provided for the switching of cars of agricultural implements and carriages between one warehouse and another, in order to facilitate loading, at a regular charge of $3.00 per car. During the period that this order was annulled by the company, the jobbers who had orders for mixed carloads were forced to haul their goods by drays from the warerooms to the shipping platform of a brother jobber, at whose platform the railway authorities placed the car. This procedure naturally resulted in considerable loss of time and in much additional expense for draying.

Personals.

Mr. J. M. Docker has been appointed general agent of the Gaar-Scott Co. in this city. Mr. Docker comes to his new position well qualified, having for the past two years been manager of the repair department of the American-Abell Co., and for the previous fifteen years in connection with the John Abell Co. and has a wide and thorough knowledge of the threshing machine business. He is a Canadian and was born at Dunnville, Ont. We congratulate the company in securing the services of such a capable and efficient gentleman.

Hargrave, Man., is to have a new implement warehouse. It is understood that Knight & Robbins, the popular implement dealers there, are the builders.

The well known implement firm of Cameron & Duncan, of Melita, have discontinued their branch at Pierson. It is their intention to concentrate their energies on their Melita business.

Mr. D. D. Thompson, implement dealer at Elva, Man., has decided to extend his business. He has opened a branch at Melita, Man.

Mr. J. A. Cummings, formerly of Oak River, Man., has removed to Brandon. Mr. Cummings will go on the road for the International Harvester Co.

Mr. A. V. MacLeod, of MacLeod & Hanley, implement dealers at Brandon, was in Winnipeg on business during the month.

A new company was recently incorporated at Pembroke, Ont., for the manufacture of incubators, power wheels, agricultural implements, etc. This concern will do business under the title of the Lee-Hodgins Co.

Mr. S. A. Kaufman, manager of the collections department of the International Harvester Co., accompanied by Mr. J. A. Coburn, the divisional manager of the same department, were in the city recently.

Mr. W. S. Ross, western traveller for the Goldie & McCulloch Co., of Galt, Ont., was in the city for a few days recently. Mr. Ross will travel very extensively over this western country during the coming season.

Mr. John Turner, blockman for the International Harvester Co. at Brandon, paid this city a visit on business a short time ago.

John R. Norris.

The above is an excellent portrait of Mr. J. R. Norris, who for the past six years was general agent for the Gaar-Scott Co. in this city, and who recently resigned to take over the management of the Norris Implement Co., of which he was one of the original promoters. Mr. Norris was born in Haldimand County, Ontario, from which place his parents removed to Minnesota when he was seven years of age. Until 1894 he devoted himself to school and farm work, when he secured a position with the Gaar-Scott Co. at Fargo, N.D. At the end of a year Mr. Norris left the employ of this company and went in for railroading, but returned in 1896 to the service of the company, and in 1900 was appointed by them in charge of the branch they decided to open in Winnipeg. In taking his new position as manager of the Norris Implement Co., Mr. Norris takes with him the good wishes of a large circle of friends, won by is genial manner and his excellen tact and good judgment in business matters.

Mr. A. E. McKinstry, Canadian Divisional manager of the International Harvester Co., was in the city for a day or two recently en route to Regina and Calgary branches.

Mr. L. C. Hazlitt, local manager of the International Harvester Co., paid a visit to his old home at Grand Forks, N.D., a short time ago.

Mr. W. B. Price, of Chicago, chief architect for the International Harvester Co., is in the city in connection with the erection of the company's new building.

Mr. W. A. Dalmage, of Dalmage & Stirling, of Souris, was in the city on business at the beginning of the month.

Mr. J. F. Wideman, general manager of the Office Specialty Co., Toronto, gave us a call during a recent trip to various points in the West. He has great faith in the Canadian West and says that here a farmer can get larger and quicker returns for the amount of capital and labor invested than in any other country in the world. It is his opinion that Western farmers are not as economical as they ought and attributes this in large measure to the fact that they, knowing the rich nature of their soil, bank too much on the possibilities of bumper crops. It is also his opinion that farmers in this country do not pay enough attention to the care of their tools and implements, in many instances leaving them exposed to the elements from one year's end to the other, he believing this does them more damage than all the use they receive.

The Ontario Wind Engine & Pump Co. report that there is an increased demand for the six, nine and twelve horse power Stickney gasoline engines. Each engine being self-contained on its own base appears to appeal with particular force to the buying public. This in a large measure is undoubtedly the cause of the increased demand.

During the past month we had the pleasure of a call from Mr. R. C. Henders, of Culross, Man., vice-president of the Manitoba Grain Growers' Association. Speaking of the prospect for the coming harvest Mr. Henders is convinced that this season should prove the record year in the history of the West. He is exceedingly optimistic regarding the future of the Growers' Association and considers that it will be of great benefit to its members in many respects. Mr. Henders takes exception to our oft-stated views concerning the inability of the farmers to meet their indebtedness owing to their going into land speculation and considers that a good deal of the debt of the farmers is traceable to the implement dealers, who, by their persuasive powers, coerce the farmers into buying machines and implements beyond their means and which many of them could well do without.

Mr. A. L. Johnstone, Hamilton, Ont., and Mr. W. L. Martin, Chicago, both of the experimental staff of the International Harvester Co., are in the West in connection with the various new lines placed on the market by the company this spring.

It is the intention of the Hart-Parr Company, of Charles City, Ia., to make extensive improvements in their present plant. The work will be commenced immediately and will result in nearly doubling the present capacity of the plant. We are in receipt of the company's blue book and note with interest the number of good things contained therein. This concern manufacture stationary, traction and portable gasoline engines. The "get up" of the catalogue is a credit both to the company and their printers. J. & E. Brown, of Portage la Prairie, Man., are exclusive agents in Western Canada for this concern.

We regret to note that the Tudhope Carriage Co., of Orillia, Ont., recently had their warerooms destroyed by fire. They have our sympathy.

A new concern, to be known as the St. Lawrence Wagon Co., has been incorporated at Montreal, with a capital of $75,000.

McLaughlin & Whittick is the name of a new concern that has branched into the implement and hardware business at Plumas, Man. This firm purchased the business of Mr. A. S. Hare and also that of Mr. A. Shaw. They have our wishes for success.

Mr. D. A. MacDonald, who for some time past has been ill at his home in Regina, was in the city on business a few days ago.

The International Harvester Co. report good spring trade. They say it has already greatly surpassed their expectations.

Mr. W. D. Dunlop, implement dealer of Yorkton, Assa., was in town recently on business.

We are pleased to note that Mr. R. H. Potter, assistant manager of the International Harvester Co. here, is able to be about again, after a severe attack of la grippe.

A new implement concern has recently been incorporated here under the title of the Dow-Wadge Implement Co., with a capital stock of $100,000. They will build Maple Leaf stackers and Hero fanning mills, as well as manufacture several other lines of implements.

The Cooper Gasoline Engine Co. has secured the agency for the power driven hollow cement block machine that is being built by the Brandon Developing and Machinery Co., of Brandon. This machine should meet with ready sale in this country where building materials are so high and where it is essential that houses and buildings be constructed so as to provide the greatest warmth at the least possible expense.

The Brandon Windmill & Pump Co., of Brandon, recently forwarded us a number of circulars concerning the various articles manufactured by them. These include gasoline engines, windmills and pumps. This concern is making rapid strides along progressive lines. We understand that they pay particular attention to the protection of the dealer, preferring to do their business through him than in any other way. We believe they are liberal with customers and that they have a fair share of Western trade.

The large four storey and basement building that the International Harvester Co. are erecting on the corner of Sutherland and Main Streets, just north of the Main St. viaduct, is proceeding rapidly towards completion, the builders being now at work on the second floor. This structure is 66 x 200 and will give the company over 60,000 sq. feet of floor space, capable of storing 150 cars of implements and machinery. They will have excellent trackage and loading facilities. It is expected that they will move into their new offices and warerooms by the 1st of July.

We are well pleased with the appearance of a neat little booklet that has reached our desk, the property of the Oliver Mfg. Co., of Chicago, manufacturers of jacks and wrenches, principally jacks. This revised catalogue is a handy little work in its particular line. The first page contains an exceedingly clever caricature. By dropping a card mentioning Canadian Farm Implements, this company will be pleased to mail one of these booklets to any of our readers.

Mr. J. J. Clegg, of Brandon, general agent of the Balfour Implement Co., has just returned from Southern California, where he spent the winter. Mr. Clegg will look after the interests of the Balfour Co. in that territory lying between Winnipeg and Moose Jaw on the main line of the C.P.R.

Mr. H. J. Ribble, formerly blockman for the International Harvester Co., at Chatham, Ont., has been appointed to the travelling staff of the Ontario Wind Engine & Pump Co. He will, in all probability, make his headquarters at Regina. We extend a cordial welcome to Mr. Ribble and trust that he will meet with the success he expects in his new sphere of usefulness.

The company that has hitherto been known as the Challenge Wind Mill & Feed Mill Co., with headquarters at Batavia, Ill., will be known in the future as The Challenge Co. There has been no change in either the ownership or management of the concern. They recognized the fact that their name was rather lengthy and have decided to adopt the briefer one.

We are pleased to note that Mr. H. W. Hutchinson, President and Manager of the Fairchild Co., has returned from his six weeks' trip to the Pacific Coast in a very much improved condition of health.

Mr. F. R. Newman, manager of the Canadian Fairbanks Co., has just returned to the city after an absence of ten days, during which time he visited Vancouver in the interests of his concern. Mr. Newman reports business in a flourishing condition.

Mr. John Herron, manager of the Waterloo Manufacturing Co., recently returned from a two weeks' trip between Winnipeg and Moose Jaw, taking in the C.P.R. main line and South Western branches, as well as the Soo line. During his trip he visited many dealers and reports business and prospects as being very satisfactory.

A. E. May, coal merchant, of Edmonton, was in the city on business recently. Mr. May ascribes the success of Edmonton in securing the provisional capital as due in part to the superior location of the town and also to the exertions of Frank Oliver, M.P. Edmonton people feel assured that the legislative buildings will be erected there.

We are pleased to call the attention of our readers to the advertisement of McCulloch & Boswell that appears on another page of this issue. They are a well-known and reputable concern and we understand that they are quoting these launches to dealers at prices hitherto unheard of in this territory. We would advise dealers living adjacent to water on which this class of craft could be used to write this concern for catalogues, quotations.

GRAND PRIZE
Highest Award
WORLD'S FAIR
ST. LOUIS

WEBSTER'S
INTERNATIONAL
DICTIONARY

RECENTLY ENLARGED
WITH
25,000 New Words and Phrases
New Gazetteer of the World
New Biographical Dictionary
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United States Commissioner of Education.
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PARIS PLOWS

Gang, Sulky and Walking Plows
Disc and Drag Harrows
Straw Cutters, Grain Grinders
Manure Spreaders, Wheel Barrows
Studebaker Farm and Delivery Wagons
Municipal and Contractors' Supplies

STEWART NELSON CO., LTD.
Cor. Nena and Logan Sts. WINNIPEG, MAN.

The Adam Bros. Harness Co. has been granted a provincial charter. The business will be carried on under the management of Mr. Wm. Adams.

Mr. J. A. MacDonald, formerly implement dealer at Qu'Appelle, Assa., has removed to Ripton, Assa., where he will continue to pursue the elusive farmer in his endeavor to place his line of implements. We know of none that will be more missed from his former home than our old friend John A.

It is the intention of the Massey-Harris Co. to add a four storey brick extension to their large plant at Toronto. This extension will cost in the neighborhood of $125,000.

A new concern, to be known as the Canadian Shovel & Tool Co., has been organized at Hamilton, Ont., with a capital of $250,000. This company will erect a plant at a cost of $100,000 and will install it with modern and up-to-date machinery for the manufacture of shovels and tools of all kinds.

The Eureka Planter, of Windsor, are having a new building erected at Woodstock, Ont. As soon as this is completed it is their intention to move their present plant from Windsor to Woodstock.

The implement firm of Kohlruss & Mang at Balgonie, Assa., has recently undergone a change of name. Mr. Kohlruss has retired, Mr. A. Hodel taking his place. The concern will now be known as Mang & Hodel.

A new agricultural implement business has been started at Hanley, Assa., by Mr. J. Rollefson. We wish him success in his new venture.

Mr. R. Lawson, who for some time past has been an implement dealer at Killarney, Man., has sold his business to Messrs. Harris & Thompson. We extend to this firm our best wishes for prosperity.

Mr. A. G. Smith has purchased the implement business of Mr. D. MacDonald at Virden, Man. Accept our wishes for success, Brother Smith.

Robert Smith, of Brandon, traveller for the American-Abell Co., was in Winnipeg recently in connection with business for his company.

Mr. J. M. Mawhinney, travelling salesman for the Sawyer-Massey Co. at Regina, has been severly ill from an attack of typhoid fever for some time past.

P. M. Price of Moline, Ill., sales manager for the Moline Plow Co., has just returned to the south after a few days' visit to Winnipeg. Mr. Price speaks of this city and the Canadian West in the highest terms.

The Norris Impelment Co., have just issued a circular dealing with the Russell Elevating Grader and Ditcher, for which they are the sales agents in Western Canada. This machine is manufactured by the Fosston Mfg. Co., Merriam Park, St. Paul, Minn. From the testimonials mentioned in this folder to hand it would seem that this machine has an enviable reputation on the other side of the line. Any of our readers will receive circulars and particulars by addressing the Norris Implement Co. Kindly mention Canadian Farm Implements.

We are glad to note that Mr. C. F. Robinson, manager of the Massey-Harris Co. at Regina, is improving in health. A fortnight ago a blood vessel burst in his right lung which resulted in several hemhorrhages. Mr. Robinson is now able to sit up in bed but it will be some time before he will be able to attend to business.

We regret to note that Mr. W. J. Hyde, implement dealer at Balgonie, Assa., was recently burned out by a destructive fire that visited that town. His entire loss amounts to almost $15,000 and his total insurance to about $4,000.

Another manufacturing concern has been added to Winnipeg's already large and ever increasing list. This company will be known as the Taggart Bros. Iron Works. They have erected a plant on the corner of Selkirk and Charles Sts., where they will build portable elevators, ornamental iron fences, crestings, etc.

Mr. J. A. Morcombe and Mr. Jas. Ruston, hitherto individual dealers at Cypress River, Man., have decided to amalgamate. Their business will hereafter be known as Morecombe & Ruston.

Mr. J. E. Briggs, of the Waterloo Thresher and Machine Co., of Waterloo, Iowa, was in Winnipeg a short time ago, demonstrating to the City Works Department the special advantages of the new steel dump wagon manufactured by his Company. He also delivered an initial four ton, steel, self-dumping coal wagon to the Manitoba Cartage and Warehousing Co. He expects to be in Canadian territory until about the first of May.

Offices, Cockshutt Plow Co., Winnipeg.

Mr. A. C. McRae, of this city, has secured the agency for the sale of the sweep rakes and automatic stackers manufactured by the Waterloo Threshing Machine Co. of Waterloo. Ia.

Grier & Beere is the name of a new implement concern that has recently started business at Macleod, Alta. They will handle the Cockshutt Co.'s line of goods, McCormick binders and Tudhope buggies. They are taking over the business of the Baker and Skelding Co

Twine Quotations.

After a three months' withdrawal of binder twine quotations the International Harvester Co. of America has again announced prices, as follows: Sisal and Standard, 500 feet to the pound, 10 cents; Standard Manila, 550 feet to the pound, 11 cents; Manila, 600 feet to the pound, 12 cents; Pure Manila, 650 feet to the pound, 13½ cents. Ten thousand pound lots, one-eighth of a cent less. Car-lots, one-quarter of a cent less. Usual terms of payment.

The above quotations are F.O.B. Chicago. In order to arrive at Western Canadian figures 65 cents per 100 lbs. should be added F.O.B. Winnipeg. If, however, cars are to be broken at Winnipeg an additional 10 cents per hundred lbs. should be added for transfer charges.

The 4 Maple Leaf Brands

Best for the DEALER to buy to sell

because

Best for the FARMER to buy to use

Trade Mark Registered

Gilt Edge	650 ft.
Gold Leaf	600 ft.
Silver Leaf	550 ft.
Maple Leaf	500 ft.

BINDER TWINE.

We have Twine to sell. Quality the best. Prices right. Enquiries receive prompt atteniton

THE BRANTFORD CORDAGE COMPANY, Ltd.

BRANTFORD - CANADA

A Bright Future.

We recently had the pleasure of a visit from Mr. G. H. V. Bulyea, Commissioner of Public Works for the North West Territories, when he was passing through our city on his way home from Ottawa, where he was in connection with Territorial autonomy. Mr. Bulyea believes that in dividing the Territories into two provinces, with self government, that the Dominion Parliament has done something that will give impetus to the colonization and development of the West, causing it to advance at a rate hitherto unknown in the history of any part of the British Empire. His faith in the West is almost unlimited and in his opinion the new Province of Saskatchewan is destined to be the banner agricultural Province of the Dominion.

Farmers the Victims.

Another case of where the farmers have to pay the shot reaches us from Wiarton, Ont. The creditors of the Wiarton Beet Sugar Co. have been suing for settlement of their claims, which total in the aggregate to almost $300,000. According to the decision handed down by Chief Justice Meredith in connection with this case, all farmers who took "growers' shares" in the company are liable for the amount unpaid thereon. There are 408 of these shareholders and the total amount of their liability is $9,690, making an average of $23.75 each. This sum will only suffice to pay off the mortgage claim of $9,310 and will leave very little for the general creditors.

This is another demonstration of what has already been said against farmers investing their money in joint stock companies and other affairs foreign to their own business, where they have not direct control of their investments. It is almost safe to say that the farmer who risks his money in a co-operative company makes a donation to that concern, not only of the amount he pays on the stock when he subscribes but of the full face value of the amount for which he subscribes. It is not generally known that a company may issue stock at 25 cents, or any other amount, on the dollar, fully paid-up and non-assessable, yet when the company becomes involved the stockholders are responsible to the creditors for the full face value of their holdings. This is what happened in the Wiarton case and what has happened in many others of a similar nature.

More Stackers.

The Carberry Stacker Co., of Carberry, Man., recently added additional space to their two-storey building, making it 40 x 70. This concern expect to double their output of the Jones Wind Stacker during the coming season, and, with this end in view, have installed considerable new machinery. They are also putting in up-to-date machinery for the purpose of repairing threshing engines and separators, and are handling different lines of threshing machines.

Will Erect new Factory.

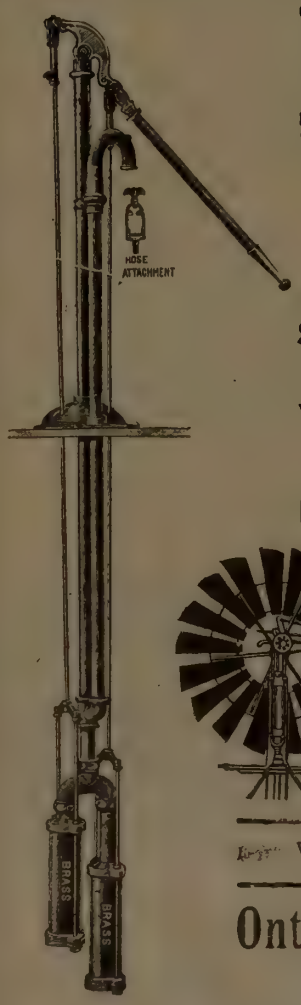
The Norris Implement Co. have purchased a two-acre site on Winnipeg Street, west of the General Hospital, where they will erect a modern factory. This location will give them ample yard room and excellent trackage facilities, both of which are essential to their ever-growing business. They will continue to manufacture the Norris-Fosston Wind Stacker, Canadian Monarch Feeder, Closz Adjustable Sieves, oil pumps and engine and separator belt guides. This concern bids fair to be the largest manufacturing concern of the kind in Western Canada. Mr. J. R. Norris, who, for a number of years has been general agent of the Gaar Scott Co. at this point, will have general charge of the new business, so that dealers are assured of courteous and fair treatment.

A Pump Catalogue.

We have just received from the Ontario Wind Engine and Pump Co., one of their pump price lists for 1905. The company state that this cancels all lists previously issued. The little work contains a vast amount of valuable information and all dealers should have it on file with their other catalogues. By addressing a card to the company's headquarters here and mentioning Canadian Farm Implements, one of these lists will be immediately sent you. Get one.

New Warehouse.

That the implement business is on the boom in the neighborhood of Pierson, Man., is evidenced by the fact that a new and modern warehouse was recently erected by Mr. R. J. Tooke, a former resident, but who has been farming about ten miles north of town for the past five or six years. Mr. Tooke has secured the agency for the Balfour Implement Co.'s goods.



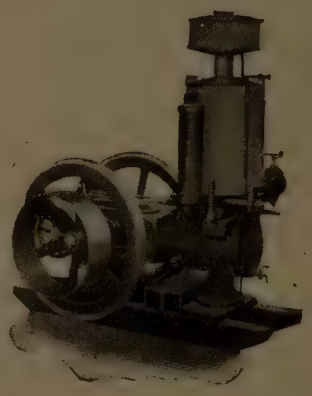
TO THE IMPLEMENT TRADE

Here are some lines you ought to handle

Large Profits & Ready Sales

are assured if you do so.

STICKNEY GASOLINE ENGINES
from 3 to 25 h.p.
WINDMILLS, PUMPS, TANKS,
SAWS, GRINDERS,
EMPIRE CREAM SEPARATORS
HORSE POWERS
TREAD POWERS
FEED CUTTERS
LAND ROLLERS



Town, Village and Suburban Water Supply for Fire Protection and Domestic use.

WRITE US FOR CATALOGUES AND DISCOUNTS TODAY

Ontario Wind Engine & Pump Co., Limited

WINNIPEG :: MANITOBA

A Liberal Assortment.

The paper-reading public of Canada have over eleven hundred journals from which to make a choice of their literature. There are now, in this country, 115 daily newspapers, 829 weeklies, 143 monthlies and 37 semi-weeklies. In 1904 there were 1,145 papers published, and only six more were added at the commencement of the present year. In Ontario there are more papers published than in all the rest of the provinces combined. The standing of the provinces is as follows: Ontario, 606; Quebec, 143; Manitoba, 105; Nova Scotia, 81; Northwest Territories, 77; British Columbia, 53; and Prince Edward Island, 17. The fact that 90 per cent. of the new publications fail to make a profit for their original owners has become a recognized axiom in newspaperdom. Yet when a paper once crosses the pay line it is generally found to be a safe investment.

Beautifying the Road.

During the coming season, over a million tulips will beautify the line of the C.P.R. between Halifax and Vancouver. Since its inception seven years ago, the floral department, under the direction of Mr. N. Stewart Dunlop, tax and insurance commissioner for the company, has made rapid strides forward. The appropriation of last year has been doubled to meet the expenses of the present one. Pamphlets are sent out giving information regarding the culture of the various bulbs and seeds distributed. An effort is made to interest all agents and sectionmen in the beauty of their station environments, with the result that seeds and bulbs are supplied gratis. The company have just concluded the sending out of over 25,000 packages of assorted seeds.

One of the features of railways in England is the attractiveness of the grounds and stations along railway systems. Money is lavishly spent on every short mileage, so that the public will enjoy travelling. The C.P.R. is similarly disposed to make its system one of the most enjoyable for travel in America.

The Estevan flour mill has been paying one dollar a bushel for wheat. This is about the highest price in the West.

An Unusual Sale.

An unusual sale occurred at Chatham Dock, London, Eng., recently when thirty-one obsolete British war vessels were sold to the highest bidder for $690,000, or an average of $22,277 each. The original cost of these vessels was $15,000,000, or an average of $486,129 each. The lot included twelve cruisers, among them being the warships Warspite, Northampton, Galatea and Australia, two torpedo boats and the training ship Exmouth.

The terms of sale provided that none of the vessels could be sold to a foreign power. All of them must be broken up within twelve months.

New Mode of Propulsion.

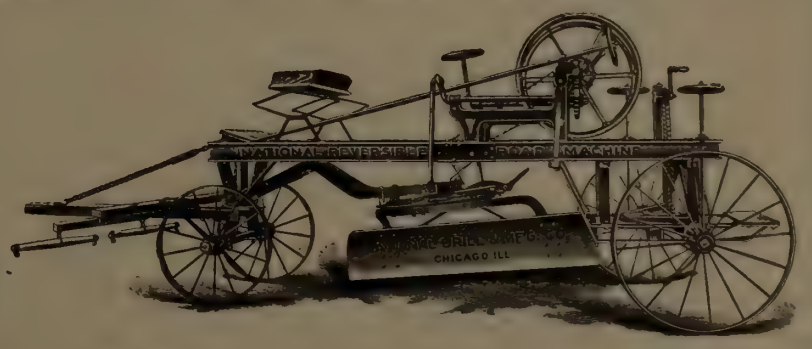
With the safe arrival of the Allan liner, Victorian, at Halifax on the 1st of April, there was ushered in a new era of ocean navigation by steam. This vessel is the pioneer of trans-Atlantic turbine steamers and on her maiden trip created a strong presumption in her favor as a speedy, commodious and seaworthy ship. Both passengers and crew speak well of her initial performance. All noticed her steadiness and the absence of vibration, which has hitherto played a prominent part in an ocean voyage. The owners of the Victorian, convinced of the merits of the turbine system of propulsion, have built another vessel, the Virginian, so that these sister steamers may be regarded as the pioneers of a great array of steamships navigating all waters with steam turbines substituted for the ordinary steam engines.

A Huge Debt.

The United States census of 1904 shows that there were considerably over a million Canadian-born citizens resident there. From 1850 to 1900 immigration from Canada to the States increased steadily. In 1850 there were 147,000 Canadians resident across the line; 250,000 in 1860; 493,000 in 1870; 717,000 in 1880; 980,000 in 1900, and nearly 1,180,000 in 1900. Canadians of British extraction in the United States numbered 678,442 in 1880; 784,741 in 1890 and 895,066 in 1900. According to these figures, the States will be many years making up to Canada the debt she owes by extraction. At the present rate of 50,000 per year it will take half a generation.

Municipal and Contractor's Supplies

Elevating Graders
Road Machines
Grading Plows
Wheel Scrapers
Drag Scrapers
Barrows, Wagons, etc.



Ever since the first mile of railway was built in the North-West, we have supplied most of the contractors with their outfits, as well as annually supplying the different municipalities throughout the country with Road Machines, Plows and Scrapers. Our knowledge of the requirements, and having a line of goods unequalled by any in the trade, enables us to control the product of some of the very best manufacturers, and also obtain the lion's share of the trade. Prices and terms made known on application.

The Fairchild Co., Limited **Winnipeg Manitoba**

Pig Iron Production.

The statistics regarding the production of pig iron in Canada during 1904 shows an increase of 5,524 gross tons, a little over two per cent. as compared with 1903, but a decrease of 48,615 tons as compared with 1902.

The total production in 1904 amounted to 270,942 gross tons, against 265,418 tons in 1903, 319,557 tons in 1902, 244,976 tons in 1901, and 86,090 tons in 1900. In the first half of 1904 the production was 120,643 tons, and in the second half it was 150,299 tons, an increase of 29,656 tons. Of the total production in 1904, 251,671 tons were made with coke, and 19,271 tons with charcoal. About one-fourth of the total production was basic pig iron, namely, 70,133 tons. The production of Bessemer pig iron, all made in the last half of the year was 26,016 tons. Spiegeleisen and ferromanganese have not been made since 1899.

The following table gives the total production of all kinds of pig iron (including spiegeleisen and ferromanganese) in Canada from 1894 to 1904. Prior to 1894 the statistics of pig iron production in Canada were not collected by this Association.

Year	Gross Tons	Year	Gross Tons	Year	Gross Tons
1894	44,791	1898	68,755	1902	319,557
1895	37,829	1899	94,077	1903	265,418
1896	60,030	1900	86,090	1904	280,942
1897	53,796	1901	244,976	....	.....

The unsold stocks of pig iron in Canada on December 31, 1904, amounted to 35,119 tons.

On December 31, 1904, Canada had 15 completed blast furnaces, of which 8 were in blast and 7 were idle. Of this total 10 were equipped to use coke for fuel and 5 to use charcoal. In addition, 3 coke furnaces were partly erected on December 31, but work on the furnaces had been suspended some time ago.—The Bulletin.

A New Industry.

It is astonishing to think that at this late date the people of the West have not become thoroughly alive to the great advantages and benefits to be derived from the use of cement as a building material. This is all the more astonishing when it is taken into consideration that the use of cement has been known and appreciated in the older countries of the world for many generations. To-day people are living in what may be justly termed "the cement age." Opinion in this respect is based on the fact that a large number of buildings going up are built with walls entirely composed of cement. It is scarcely necessary, in this article, to go into elaborate details regarding the durability of properly constructed cement work. Suffice it to say that when the work is done in a proper manner it is capable of resisting all climatic conditions for a long period of years, and it is said by many, to be more lasting than either brick or stone.

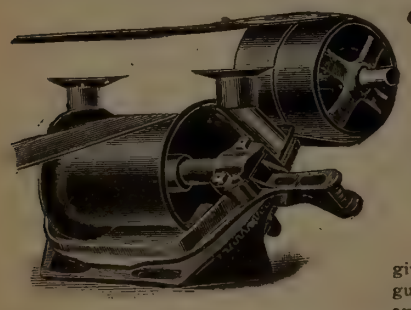
Another strong argument in favor of the use of cement as a building material lies in the fact that buildings of such material are exceedingly warm.

It is an admitted fact among builders that a hollow wall provides for the warmest interior in a building. This should be of much importance in a country where the thermometer drops away below the freezing point as it does in Canada. With this end in view, manufacturers are constructing their cement block machinery on this basis. To-day machines are placed on the market for the purpose of making hollow cement blocks. These can be operated by any practical man. When we take into consideration the distance we are from points where suitable stone and lumber is produced for building purposes, and that in only a few places we are able to find suitable brick clay, we wonder that the cement block machine has not received more attention from builders, contractors and architects.

In the public press we are often confronted with items regarding tests of cement. We have never, to our knowledge, read a report where this material failed to perform the work required of it. Experts all admit that it is the most fire-proof material offered for sale on the market, that is within the reach of the average builder. This fact is receiving much attention from insurance companies. The fact that it is such an excellent fire-proof building material has caused them to consider the advisability of granting reduced insurance rates on buildings of its construction. We are convinced that the time is not long distant when such a state of affairs will exist.

This industry is receiving a great deal of attention among progressive builders and it is merely a question of time before every municipality in this Western country will have its cement manufacturer. In addition to giving a building that is satisfactory in every respect, cement gives a building that has the appearance of stone. The builder who erects such has not only done a good thing for himself, but he has done a good stroke of business for the town, for, should others follow his example, the town will soon put on a greatly enhanced appearance that will result in increased real estate values and reduced insurance rates.

The fact that we are now living in "the cement age" is very forcibly impressed upon us by a visit to the works of The Canadian Petrified Brick & Stone Company, who are, without doubt, the largest workers in cement products in Western Canada. Everything in the line of building material is manufactured at these works, from the coarse cement basement blocks to the finest of moulded courses and coppings. In order to produce the above effects they employ all classes of workmen from the unskilled to the most perfect of pattern makers having their works so equipped that an architect may simply turn over



The

Excelsior Adjustable

Separator Belt Guide

This guide was first put out in 1903. It has given unbounded satisfaction, being a *model* guide which has excited the greatest enthusiasm among all who have examined its principles of construction. This guide deserves your careful consideration in making your purchase of a belt guide. It is a marvel of simplicity and durability. No energetic thresherman can afford to be without this guide as it demonstrates its merits to him in very many ways every day it is used. The engine can sit anywhere up to 15 feet out of line. Let us have your orders early—Special Prices for May delivery

THRESHERS SUPPLY COMPANY, LIMITED

P. O. BOX 703 - - - - - - - - - WINNIPEG

MR. DEALER FARMER We have a few words to say to you and

WANT YOUR ATTENTION!

Before going any further we desire to call to your notice **The Bradley No. 10 Double Disk Gang Plow** with its many advantages over others of its class

Will turn in its own length, will plow where a moldboard plow will not.

Get our Circular and learn more about it.

We make **1, 2, 3** and **4 Disk Gang Plows**—the latter are Great for Engine Plowing. **One David Bradley Disk Plow** in a community sells others—Satisfactory work at a satisfactory prices pleases the Farmer and a nice profit pleases the Dealer. In the Bradley Implement you will find all these Good Qualities. Call at our new Branch House in Winnipeg. If your dealer will not furnish our goods, write to our Representative.

ADDRESS

David Bradley Mfg. Co. WINNIPEG, MANITOBA

McRAE BUILDING - Cor. KING and JAMES STS.

M. J. MILLER, Canadian Representative

Home Office and Factory, BRADLEY, ILL., U.S.A.

to them detail drawings of his plans and receive in return manufactured stone equal in appearance to the natural article and moulded in such a manner as to fit the finest arches, or other style of decorative work that his plans may require.

It gives us great pleasure to be able to state that we find Mr. W. J. Cummings, who for many years was connected with the implement business in the Northwest, being General Agent for the McCormick Harvesting Machine Company and later with the International Harvester Company, deeply interested in The Canadian Petrified Brick & Stone Company, and at the present time devoting his energies to the advancement of the industry.

Those who are acquainted with him will realize from his past business career what this will mean to the development of the firm with whom he is now operating. Mr. Cummings is also taking an active part in the management of the Builders' Equipment Company, that has recently been organized in this city and who are acting as Western agents for a number of cement block machines, the McIntosh Pressed Brick Machine as well as being sole agents for several of the best brands of Portland cement.

A New Departure.

Following the resignation of Mr. F. W. Heubach, manager of the Winnipeg Industrial Exhibition, the Board of Management have decided not to appoint a regular manager to that position. It is their intention to divide the work up among several departments, with a general secretary to look after the whole. Mr. R. J. Hughes, who has been closely connected with the work for some years as Mr. Heubach's assistant, will be retained for this position. As is now the practice, the different departments are under the control of chairmen of committees, and these chairmen will be authorized to employ a superintendent during the fair season to attend to each particular department. As is well known, there was always great delay and dissatisfaction in the past, as every point that arose had to be referred to the general manager, and as it was not possible for him to be in more than one place at once, great delays and dissatisfaction occurred. Members of the board are confident that the new arrangement will work well.

Ugly and Frugal.

Some anecdotes of the King of Italy are told in an article on royal homes of sport in the February Badminton. Once in the valley of Cogne a peasant woman, taking the King for one of his own servants, offered to sell him some eggs. The King took the eggs and gave her a franc in payment. The woman held up the coin and said: "I will return it to you if you will show me the King." "I am the King," said Victor Emmanuel. The woman stared at him dubiously, and shook her head. "You can't be the King," she said, "you are far too ugly; I have seen the Queen; she is pretty, she would never have married a man like you!" His Majesty considered the point gravely; then he answered: "I can't help that," and taking a gold piece from his pocket, he gave it to her. "Look at the portrait there," he said; "you will see that I am indeed the King."

The other story is charasteristic of the King's frugality. He had shot a chamois while hunting alone in the mountains, and a peasant lad who had seen the animal roll over and fall down into some chasm, offered to go and bring it. "Very well," said the King, "I will wait here." "But what will you give me?" "What do you ask?" "A franc and half your luncheon." "Very good; you shall have it." The lad went off down the mountain side and soon came back with the chamois over his shoulder, and the King handed him a franc and proceeded to divide his lunch into two equal portions. But the peasant turned away in contempt, for the luncheon consisted of a small loaf of black bread and a large raw onion. "I thought you were a gentleman (un signore)," said the boy, "but I see you are only a poor devil like myself!"

The International Harvester Co. are preparing to erect a $50,000 warehouse at Marian, Ind. This structure will be of brick, hard wood interior and three stories high with 14,000 feet of floor space.

Science for the Young.

Thoughtful little Willie Frazer
Carved his name with father's razor;
Father, unaware of trouble,
Used the blade to shave his stubble.
Father cut himself severely,
Which pleased little Willie dearly—
"I have fixed my father's razor
So it cuts!" said Willie Frazer.

Mamie often wondered why
Acids trouble alkali—
Mamie, in a manner placid,
Fed the cat boracic acid,
Whereupon the cat grew frantic,
Executing many an antic;
"Ah!" cried Mamie, overjoyed,
"Pussy is an alkaloid!"

Arthur with a lighted taper
Touched the fire to grandpa's paper,
Grandpa leaped a foot or higher,
Dropped the sheet, and shouted "Fire!"
Arthur, wrapped in contemplation,
Viewed the scene of conflagration.
"This," he said, "confirms my notion—
Heat creates both light and motion."

Wee, experimental Nina
Dropped her mother's Dresden china
From a seventh story casement,
Smashing, crashing to the basement.
Nina, somewhat apprehensive,
Said: "This china is expensive,
Yet it proves by demonstration
Newton's law of gravitation."
—Wallace Irwin, in Philadelphia Post.

Year's Losses on Canadian Waters.

The annual report of the marine department recently issued, shows that the total number of casualties to British and Canadian sea-going vessels, reported to the department as having occurred in Canadian waters, and to Canadian sea-going vessels in waters other than those of Canada, during twelve months ended June 30, 1904, were 192, representing a tonnage of 81,143 tons register, and a loss, both partial and total, to vessels and cargoes, of $489,699. The number of casualties to inland vessels was slight and unimportant.

Do You Build ?

Waterloo Automatic Cement Block Machine

Best Grade PORTLAND CEMENT Always on Hand.

Builders' Equipment Co.

917-919 Union Bank Building
Winnipeg

CARBERRY STACKER CO.

Manufactuters of the Celebrated Improved Jones' Wind Stacker, which is acknowledged to be the leading wind stacker used in Western Canada. Write for Catalogue, Testimonials and contract. We also operate an up-to-date Machine Shop for the repair of Engines and Separators.

CARBERRY STACKER CO.

CARBERRY, - Box 145 - MANITOBA

Beatty Bros.
UNLOADERS

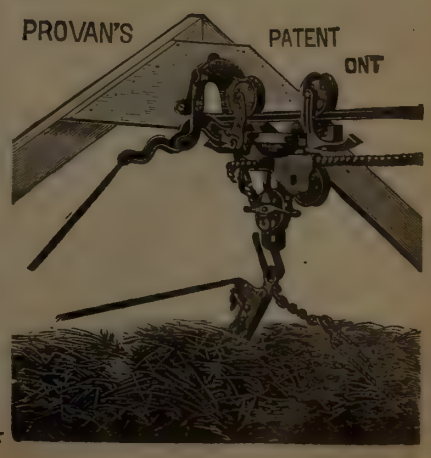
Including the well-known *Provan Line* of *Hay Tools.* Do not be *mislead.* We alone can furnish the original Provan goods, as we purchased both the *patent rights* and the *original patterns.* Beware of handling imitations, as we will protect our patents. Mr. J. W. Provan has assigned to us the sole right to use his name in connection with Hay Carriers and Litter Carriers.

We build a complete line of

WOOD, ROD and STEEL TRACK UNLOADERS

Our outfits have features of unusual merit Let us tell you about them. Address—

Beatty Bros.
FERGUS, ONT.



Not He.

A shipbuilder tells of an Irishman who sought employment as a diver in the service of one of the shipbuilding companies.

The first job to which the Irishman was assigned was to be performed in comparatively shallow water. He was provided with a pick and told to use it on a ledge below.

Mike was put into a diver's suit, and, with his pick, was sent down to tackle the ledge. For about fifteen minutes nothing was heard from him. Then came a strong, determined, deliberate pull on the signal rope, indicating that Mike had a very decided wish to come to the top. The assistants hastily pulled him to the raft and removed his helmet.

"Take off the rist of it," said Mike.

"Why, what's the matter?" asked they.

"Take off the rist of it," doggedly reiterated Mike; "I'll wurruk no longer on a job where I can't spit on me hands."

In Canada the number of cigarettes manufactured and sold increased from thirty-four millions in 1890 to eighty-three millions in 1895. One hundred and twenty-three millions were manufactured in 1900, while in 1904 the output was two hundred and sixteen millions.

Annual Report of the Canadian Electric Railways.

The miles of complete electric railways in Canada in 1904 were 767, as compared with 759 in 1903. The capital paid, which includes Dominion, provincial and municipal bonus, was $50,399,188, as against $47,274,853 for last year and there were gross earnings of $8,453,609 compared with $7,233,677. The working expenses were $4,472,858, leaving net earnings of $2,760,819.

There were 181,689,998 passengers carried, compared with 155,662,812 in 1903, an increase of 26,027,186. The freight carried was 400,161 tons, an increase of 28,855 tons. Nine passengers were killed in 1904, as against 10 in 1903. The passenger motor cars were 2,137, compared with 2,027 in 1903, and the passenger trailers 223, as against 290 in 1903.

What R. S. V. P. Means.

Dr. Madison C. Peters, in one of his brilliant and humorous lectures, adverted to the manners and customs of that wealthy and proud section of the community that is grouped under the generic name of "society."

"I have no fault to find with society," Dr. Peters said. "Too often, though, being human, it has defects, and one of its defects today, is, I think, a lack of fine manner, of intellectual elevation.

"Too often society is struck a telling blow by such an answer as an elderly country squire once made to an inquisitive young man."

Here Dr. Peters turned to the blackboard behind him, and scrawled upon it four immense letters—R. S. V. P.

"A young man," he resumed, "asked the country squire what those letters meant at the foot of an invitation. The squire, with a little chuckle, answered:

"'They mean Rush in, Shake hands, Victual up, and Put.'"—Exchange.

More Space Needed.

It has been found necessary by the Executive Board of the Lewis and Clark Centennial Exposition, which will be held this year at Portland, Ore., to make a re-adjustment of the exhibit buildings, owing to the great demand being made for space; and it has been decided to add 30,000 square feet of additional space to the new exhibit palace, making a total of 90,000 square feet of floor space, and equal in size to the great Agricultural Palace at the St. Louis Exposition. The new structure will be known as the Palace of Manufactures, Liberal Arts and Varied Industries, and the cost will be in the neighbourhood of $50,000.

We are not altogether strangers to large words of the jaw breaking variety, but we certainly have to sit up and ask for an introduction to one that appears in the following item:—

"Important agricultural undertakings are to be carried out in Java by a company which has just been formed at Amsterdam under the title of the 'Cultuurmaatschappij Willis.'"

We are not from Missouri, but in this case "we have to be shown."

Making Improvements.

The Lake of the Woods Milling Co. intend making extensive improvements on their plant at Keewatin, Ont., during the coming summer. A new power house of concrete and iron, 50 x 48 feet, will be built, in which four new water wheels will be placed. These will drive dynamos with a capacity of 500 h.p. The power will be used to run the machinery in the elevator and the barrel and stave factories. Four electric motors will operate the elevator and one will be placed in the stave factory.

A Mile Long.

One of the best advertisements that we have heard of in connection with a local implement business, was that indulged in by Mr. John Atkinson, implement dealer at Cassopolis, Mich., recently. This enterprising gentleman arranged with most of his customers who purchased goods for spring delivery to call for them the 1st April. As each wagon was loaded, each purchaser was present with a dinner ticket, entitling himself and his family to a free dinner at one of the leading hotels, after which a procession was formed headed by a brass band and the main thoroughfares of the city paraded. This procession was over a mile in length. Many manufacturers whose goods were in the delivery, sent special representatives.

TRAVELLER WANTED

By an implement manufacturing concern an A.1. traveller. Must have had experience in the implement trade. Apply, Manufacturer, Canadian Farm Implements, 901 Union Bank Building, Winnipeg.

JUST OUT

WRITING IN SIGHT

L. C. SMITH & BROS. TYPEWRITER

W. J. ARNOTT, Sole Dealer Western Canada

NOTE.—We have a large stock of SECOND HAND Machines for SALE or RENT, REMINGTONS, SMITH PREMIERS, UNDERWOOD'S, OLIVER 8 and EMPIRES. These machines are all in good order, some as good as new.

W. J. ARNOTT, 404 McIntyre Block
WINNIPEG, MAN

FROST & WOOD MANITOBA PLOWS

have been on the market and have proven successful for many years. Our line includes

Brush Breakers, Prairie Breakers, Combination Plows, Gang and Sulky Plows

Our Catalogue shows our Complete Line

Note the construction of the Combination Plow. See how well and rigidly it is braced. All our Plows are strongly built and will withstand all the hard knocks to which they are subjected. Your line is not complete without them.

Head Office and Works
SMITH'S FALLS, Ont.

The Frost & Wood Company LIMITED.
WINNIPEG - MANITOBA

Distributing Agencies
BRANDON, REGINA, CALGARY

Why Business Men Fail.

In its very thorough and searching inquiry into the numbers and causes of failures in the United States during the year 1904, Bradstreet's develops clearly the fact that while ultimate responsibility for business success or failure is traceable to the individual himself, nevertheless the play of circumstances, environment and exceptional conditions makes it unjust to assign full responsibility for business success or failure to causes inherent in the business man himself. Following the investigation into causes of failure, the authority cited classifies these causes under two general heads—namely, causes due to faults of those failing. Under the first head the following reasons are given: 1, Incompetence, irrespective of other causes; 2, inexperience, without other incompetence; 3, lack of capital; 4, unwise granting of credits; 5, speculation outside of regular business; 6, neglect of business, due to doubtful habits; 7, personal extravagance; 8, fraudulent disposition of property. Under the head of causes not due to faults of those failing are: 1, specific conditions, disaster, etc.; 2, failure of others; 3, special or undue competition. In the first eight reasons the causes of failure proceed from or depend upon the individual himself, while the three reasons placed in the latter category are causes largely beyond his control.

In its investigation along this line of inquiry Bradstreet's finds that three out of the eleven reasons above given were assignable to a large majority of the financial casualities of last year. Two of these were traceable to the individual himself, while one was more or less beyond his control. Lack of capital, or, what is equivalent, the attempt to do too much business on insufficient financial basis; was by far the most fatal single cause, accounting for about one-third of all casualties. Next to that is incompetence, due to poor selection of vocation, poor judgment or management or actual unfitness for the business entered upon. To this cause is attributed one-fourth to one-fifth of all the failures. The third cause, specific conditions outside of the trader's control, including unfavorable general or special occurrences, such as a financial panic, depression, fires, floods, crop failures, etc., furnishes one-fifth to one-sixth of all the failures. Fraud accounts for 8.6 per cent. of all failures, while extravagance, failures of others, and outside speculation were assignable for between 2 and 3 per cent. each. Undue competition accounted for only 1.3 per cent. of all failures. To the eight causes accorded to the individual himself 77.1 per cent. of the failures are attributed, while the three causes classed as beyond the control of those failing embrace only 22.9 per cent. of the failures.—Exchange.

A Laudable Undertaking.

Among the estimates brought down in the Ontario Legislature at Toronto recently was one item of $25,000 to be devoted to the erection of a farm implement demonstration building in connection with the Ontario Agricultural College at Guelph. In our opinion, this is a most laudable undertaking and one that should prove of much benefit to students. We know of a number of United States colleges where a great deal of attention is given to demonstrating the use and working of the latest improved farm machinery. The value of such a course cannot be calculated. It is a well known fact that many machines and implements are ruined by the use and handling they receive. In many instances, probably not to such an extent in this Western country, there are many tillers of the soil using tools that were practically declared obsolete ten years ago. It is well known among implement dealers that many farmers know very little regarding the repair of a trivial break or how to repair some simple matter of adjustment. In such cases the dealer is called in and in a few moments sets matters right. While we are firmly convinced that Western Canada is unquestionably more progressive along the line of up-to-date agricultural machinery and implements than are the older settled portions of the Dominion, still we have to admit that there is yet room for improvement. We would suggest that the Provincial government give this matter earnest consideration when erecting the new agricultural college here during the coming year.

The Pass Proposition.

On a certain railroad in Georgia the officials have been very much bothered with requests for passes. The practice of issuing free transportation has been cut off, and in the passenger cars and stations the following notices have been posted:

"This means you!"

"Thou shalt not pass.—Numbers xx, 18."

"None shall ever pass.—Isaiah xxxiv, 10."

"Suffer not a man to pass.—Judges iv, 29."

"The wicked shall no more pass.—Nahum i, 15."

"This generation shall not pass.—Mark xii, 15."

"Though they roar, they cannot pass.—Jeremiah v, 22."

"So he paid his fare and went.—Jonah i, 13."

Chinese Harvesters.

A great land magnate of southern China owns and farms four acres. His envious neighbors hold competences of one acre or bare pittances of an eighth of an acre; but Wong Poy is lucky. He has even been able to afford a wife. Two "hands" work for him in those harvest days, at the panic wages of 20 cents a day. The men squat, Oriental fashion, at their work, chopping down the stalks with swift stabs of their little sickles. Mrs. Wong Poy and her eldest daughter follow behind and tie up the sheaves with wisps of straw. The two cherished menchildren, sole hope of heaven for Wong Poy, play through the stubble and steal grains of wheat to chew. It is a matter for corporal punishement if they are caught in this, for in China every grain is numbered. When the wheat is all in and has been beaten out on the threshing floors and stored in the well guarded granary under Wong Poy's house, the family makes rejoicing. There is a little mess of fish for the pot. A punk stick and a cup of rice brandy are offered up to the gods of grain, and before them Wong Poy, his hands tucked in his sleeves, bows to the ground while he recites prayers. Mrs. Wong steals away from her husband to meet with the other village women and hold strange rites—wild, contortionate trances, with visions of the upper and nether worlds. So have their mothers done, time out of mind.—Everybody's Magazine.

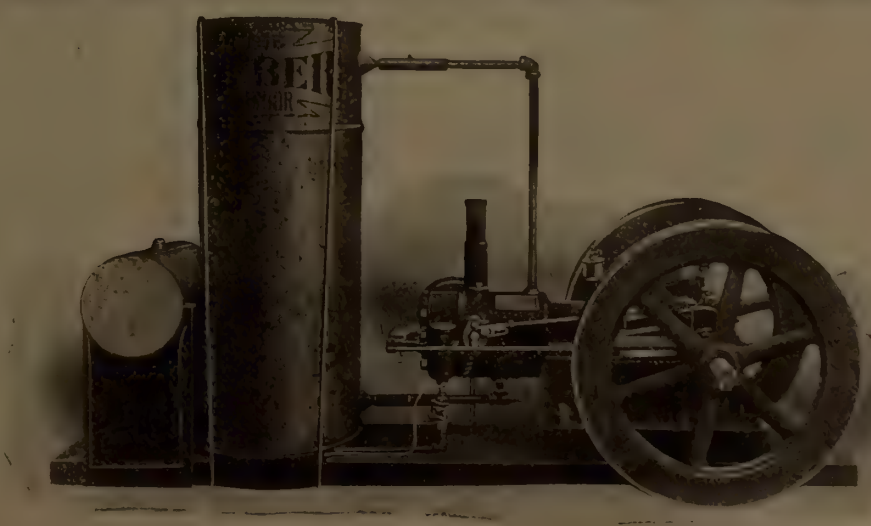
2½ "WEBER JR." GASOLINE ENGINE

ON SKIDS, ALL READY TO RUN

Lowest price to the consumer and greatest profit to the dealer. Every engine guaranteed to be tested to 3 2-10 h.p. before being crated.

One farmer says his "Weber Jr." does more work than some 4 h.p. ones in his district. As a result of that engine's performance we have sold two more there. Isn't that the kind of engine you should sell. We want agents.

Cooper Gasoline Engine Co.
313 Donald St., W'p'g



Shipper Wins Damages.

The following item from Farm Implement News, concerning a decision recently handed down by a Minnesota court, should prove of interest to all implement dealers:

"The question whether a common carrier is liable to the owner of goods delivered to it for transportation, which are damaged or destroyed by an act of God while in its possession, in consequence of a negligent delay in forwarding them, whether the act of God could reasonably have been anticipated or not, the supreme court of Minnesota says, is an important one, and the authorities are not in harmony. This court has considered the question with care in all its bearings, and reaches the conclusion, in a case growing out of the loss of property in the Kansas City flood (Bibb, etc., Co. vs. A. T. & S. F. Ry. Co., 102 Northwestern Reporter, 709), that the carrier is liable.

"As a general rule, applicable in all cases of negligence, the court says, if damage is caused by the concurrent force of the defendant's neglect and some other cause for which he is not responsible, including an act of God, he is nevertheless liable if his negligence is one of the proximate causes of the injury complained of, even though, under the particular circumstances, he was not bound to anticipate the interference of the intervening force which occurred with his own. In the application of this rule, however, the authorities are not agreed. It is held in some states, as applied to common carriers, that a negligent delay in forwarding property delivered to them for transportation, which is injured by an act of God, or other cause for which they are not responsible, and could not reasonably have been anticipated, does not render the carrier liable, although the property would not have been damaged had there been no delay. The courts holding to this rule place their decisions on the ground that the act of God in such cases is proximate cause of the injury, and not the delay in transportation. In other states the opposite doctrine is settled and adhered to.

"The authorities are at variance, in so far as negligent delay is concerned, only in cases involving property not perishable. This court holds that it is the duty of a common carrier to whom goods are delivered for transportation, to forward them promptly, and without unreasonable delay, to their destination. If it fails to do so, and negligently and carelessly delays the shipment, and the goods are overtaken in transit and damaged by an act of God, which would not have caused the damage had there been no delay, it is liable, even though the act of God could not reasonably have been anticipated. The negligent or unreasonable delay is such a proximate or concurring cause as renders a carrier liable. This rule applies whether the goods in their nature are perishable or unperishable.

"The rule that permits a carrier to excuse its negligence by an act of God overtaking it while thus in fault, the court says seems to it unsound. It is based on too strict an application of the rule of proximate cause. It is the duty of a common carrier to which goods are delivered for transportation promptly and without unreasonable delay to forward them to their destination. Every reason in equity and justice relieves a carrier from performance of its contract and from liability for injuries to property in its custody for transportation, resulting exclusively from an act of God, or other inevitable accident or cause over which it has no control, and could not reasonably anticipate or guard against. But reasons of that nature lose their force and persuasive powers when applied to a carrier which violates its contract, and by its unreasonable delay and procrastination is overtaken by an overpowering cause, even though of a nature not reasonably to be anticipated or foreseen. If, but for its negligence, the loss would not have occurred, no sound reason will excuse it, and it should not be relieved by an application of the abstract principle of the law of proximate cause. No wrongdoer should be allowed to apportion or qualify his own wrong; and, if a loss occurs while his wrongful act is in operation and force, and which is attributable thereto, he should be held liable."

At a political meeting an excited Irishman had risen to yell his satisfaction. "Sit down," called the man behind him, twitching his coat-tails. "Don't you know you're opaque?"

"And that I'm not!" cried the other. "I'm O'Brien!"

"Don't Knock."

"If you can't boost, don't knock." Such is a popular everyday expression that contains a good deal of sound judgment and that brand of sense known as "horse." It is most applicable to the dealer who makes a practice of selling his own goods by running down the line his competitor is handling. All machines and implements offered for sale on the market at the present time have their good points. Few there are that are perfect in every detail. The dealer who gets his goods in the hands of his customers without going into the defects of those sold by his brother dealer, is the man who has the respect of the community. He finds that sales come easier by following such policy, consequently profits are larger. The man who has a control of his tongue has a valuable asset, which the glib-mouthed man has not. It may be hard to learn to say the right thing at the right time, but it is equally difficult to know when it is just the right time to say it.

No matter how much truth there may be in what is said of a rival, still the public are always willing to take your criticism with a grain of salt. The man who booms his business by "knocking" his fellow-tradesman is undermining his own foundation, and ere he is aware the structure will come crumbling down on him and he will see his competitor, who would not stoop to such methods in order to get business, continue to build up his trade, putting it on a more solid and substantial basis year by year. Therefore, if you can't boost, don't knock.

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Vertical Tray Outfits

Designed to keep letters and papers, usually scattered through or upon a desk, in classified shape where they can be quickly referred to. Dimensions of Tray with cover: 13 in. wide, 11¼ in. high, 20 in. deep outside, fitted with our regular Vertical Compressor to keep papers upright. Finished in dull golden oak.

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Arranged particularly for use by Office Managers, Department Heads, Merchants, Brokers, Dealers and professional men of every class. Tray with cover complete and 250 manilla folders for papers 8½ x 11 and one set 25 alphabetical guides. Write us for full particulars and prices.

The Office Specialty Manufacturing Co., Ltd.

126 Princess Street, Winnipeg

Stone Sawing by Wire.

Stone sawing by wire is now successfully carried out in France, and a complete plant for this purpose comprises an endless wire which passes round a series of pulleys, one of which is a driving pulley. The necessary tension is obtained by a straining trolley working on an inclined plane. Between the driving plane and this trolley the saw frame is situated, and on it the guide pulleys for the wire saw are fixed. The wire, as it travels, is made to press lightly on the stone, and the cutting is done by sand mixed with water. The wire is formed with three strands, each strand being a steel wire having a diameter of 0.098 in. The strands must be twisted fairly tight, and should make one turn in 1.18 in. In the workshop the wire can be driven at a speed of 23 feet per second, but, in quarries or adits it is recommended that the speed should not exceed 13 feet per second. A uniform force must be exerted on the wire to produce the cut; but the force must also be capable of being easily varied, and it must be proportionate to the length of the cut.—"The Engineering & Machinery Chronicle."

Hawaiian Shark Fisheries.

It appears that the Hawaiian chiefs of some years ago were much addicted to the use of human flesh as bait for sharks. It came cheaper than pig, was equally acceptable to the shark, and gave the chief an opportunity to kill anyone whom he disliked. The victim was cut up and left to decompose for two or three days in a receptacle. Kamehameha I. was a great shark hunter, and kept those of his victims who were intended for bait penned up near the great temple of Mookini.

Mrs. Beckley gives a particularly interesting account of another method of capturing the huge niuhi, or man-eating shark, followed by the natives. They first of all captured a large number of the small common shark, saved their livers with a portion of the flesh, wrapped them in ki leaves, and baked them underground. From fifty to a hundred canoes were loaded with the baked meat and large quantitits of pounded roots of awa, mixed with a little water, and contained in large gourds. The fleet would sail many miles out to sea in the direction in which the niuhi is known to appear.

Arrived at a comparatively shallow place, the canoe containing the head fisherman and the priest and the sorcerer, who was supposed to be indispensable, would cast anchor; meat and the baked liver would be thrown overboard, a few bundles at a time, to attract sharks. After a few days the grease and scent of cooked meats would spread through the water many miles in radius. The niuhi would almost always make his appearance after the third or fourth day, when bundles of the baked meat were thrown to it as fast as it could swallow them. After a while it became comparatively tame, and would come up to one or other of the canoes to be fed. Bundles of the liver with the pounded awa would then be given it, and it would become not only satiated, but also stupefied with awa.

A noose was then slipped over its head, and the fleet raised anchor and set sail for home, the shark following, a willing prisoner, and the occupants of the nearest canoes being careful to feed it upon the same mixture from time to time. It was led right into shallow water until it was stranded, and then killed. Every part of the bones and skin were supposed to confer unflinching bravery upon the possessor, and the actual captor, that is, the one who slipped the noose over the niuhi's head, would also, ever after, be always victorious.—Forest and Stream.

Equal to Severe Test.

A somewhat unique gas engine plant is at present being installed at Jamestown, N.Y., the power for which will be supplied by natural gas. The initial equipment consists of two 500 h.p. engines of the horizontal single crank double acting type. This company began experimenting with the use of gas engines three years ago; and they have operated with sufficient success to warrant the exclusive adoption of gas engines for the entire plant. Several of the largest engine builders in this country are now producing gas engines which are guaranteed to regulate closely enough for the operation of alternating current machines running in parallel; and this is probably the most exacting service, as far as regulation is concerned, which any engine is called upon to perform.

Stick to the Truth.

A clergyman preached a sermon for salesmen not long ago and said among other things: "Refuse to tell a lie to enable you sell goods. If your house wants you to be dishonest in trying to sell goods what then? Don't do it. Press your business—try to sell all you can to customers at the price your house puts upon the goods, but don't lie. If you sell at the price of the house, it is well and good, but if you sell with a lie, remember, it is your lie—yours the responsibility. Young salesmen or saleswomen ought to systematize their business according to scientific principles, and in practical experience it will be found that the scientific and systematic seller of goods will achieve the best results for himself, his customer and his employer. In almost every case the scientific seller will succeed, whereas the careless, uninterested seller fails. Scientific salesmanship means steady work and close application, and those salesmen who remember this will forge ahead, while careless or uninterested salesmen fall into perfunctory ruts and fail both for themselves and their employers."

Herein the preacher has brought up a point that too few salesmen consider of great importance in their business. The necessity of adhering to the truth, by managing to sell a thing by honest ingenuity, is never a matter of question by the proprietor; at least, it should not be, and it is granted that it is not. Truthfulness wins customers, but all salesmen do not work along those lines.

Misstatement is often considered legitimate if a salesman is reasonably certain that a customer doesn't know enough to discern the difference. What is the proper course to pursue? The question should never be necessary. Falsehood is never justifiable in business more than elsewhere; and it is never justifiable. The preacher has explained the best and only proper way to success—"system in business and a comprehensive understanding of it."

That is the successful method. The salesman who understands his business, has the proper interest in it, and works with steady industry, pleases the customer and gets the reward It is simplicity itself, but it is perfectly free from prevarication. It must be so to be permanently successful. — Farm Machinery.

CANADIAN NORTHERN

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TO

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STATIONS IN —

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Dauphin and West on the Edmonton Main Line as far west as the Elbow Station, Sask., at the crossing of the North Saskatchewan River and Melfort on the Prince Albert Extension

One Fare for Round Trip

Tickets on sale at Stations Neepawa, Gladstone and South every Wednesday during April and May, 1905, valid one month and good for stopover at Dauphin and West.

GEO. H. SHAW, Traffic Mgr.

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Including **Ocean Tickets** to **Europe, Australia, China, Japan, California** and **Florida Winter Resorts.**

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ALL EQUIPMENT FIRST-CLASS

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HOT SPRINGS, Ark.

THESE Hot Springs are the most popular of American health resorts and are most attractive during the spring months.

Excursions tickets on sale daily, good for three months for return.

For sleeping car reservation and information address

GEO. A. LEE, Gen. Agent, 513 Union Bank Bldg., Winnipeg, Man.

THE NORTH-WESTERN LINE

C. P. R. Extension.

According to recent announcements the C.P.R. intend to do considerable extension work during the coming season. The company are desirous of building 25 miles east and the same distance west of Saskatoon for the convenience of the large settlements in that territory. An effort is being made to complete arrangements to build the northwestern section south to Quill Lakes, and an extension of sixteen miles will be added to the Lake Winnipeg line. Contracts are also being let for the Wolseley-Reston line, the completion of the Kirkella line to Mileage 202, the extension of the Wetaskiwin and Lacombe sections, fifty miles of each, and possibly a line from Yank to the boundary. Extra train service is also to be given on the Calgary-Edmonton and Deloraine branches.

Important if True.

A new fuel successfully tested at Muncie, Ind., has been invented by Jacob Smith, a glass worker, says an exchange. It is said to produce more heat units per pound than either coal or wood. It can be manufactured and sold at a profit for half the cost of coal, and it does not smoke except when a strong draft is used. Its success as a fuel for domestic uses was determined some time ago, but not until recently, when it was used beneath an engine boiler, was its value for manufacturing demonstrated. The fuel is made largely from the refuse of the pulp mills, of which there are a number about Muncie. Each mill turns out thousands of tons of refuse annually. The refuse, a combination of soda and lime, is mixed with crude oil, and the finished product resembles putty. It may be cut with a spade and thrown into a furnace or beneath a boiler. No kindling is necessary, for a match touched to it will light readily, the material burning with an intense heat. There are no clinkers, and the ashes remaining after the fire has burned down may be made into a new compound for which Mr. Smith has another use. A bushel basketful of the fuel beneath a sixteen-horsepower engine at a Muncie factory kept steam up for eight hours. It is manufactured as a plasterer makes his mortar. The patent office has called it the Smith fuel.

Who Are Our Friends?

Of a St. Louis man it was recentral said that he celebrated his birthday "by entertaining all of his friends and relatives."

It is well that he included the relatives, for had he contented himself with inviting only his friends, the crowd would have made a slim showing.

A man's relatives are only asked when there are festal doings, and fill up his house till it looks like a steamboat excursion, but just let him invite "all his friends" and see how many there will be on deck—why, there wouldn't be enough of them to eat a ham sandwich or lick up a quart of champagne.

You yourself are on speaking terms with two or three thousand persons, maybe, but how many friends have you? That is the question.

Of all the people you know, to how many would you be willing to confide a secret, and to how many would you feel at liberty to go for counsel or aid if you were in need of either? If your eyes were turned "to behold for the last time the sun in heaven," for which one of these hundreds of men and women would you send to come to you? Or would you send for any of them?

Rather a lonesome prospect, isn't it? Still, that's the way of the world. When a man entertains "all his friends," you put it down that he is entertaining two—himself and another fellow.—Farm Machinery.

Opinion of the Majority.

Somebody has said that character is what you are and reputation is what people think you are.

This may be true to some extent, but the dealer will find it pretty hard to be one thing and yet give the impression that he is something else.

A small part of the buying public may get a wrong impression about a dealer, or his goods, or his business methods, but if it is a wrong impression it won't hold long.

The opinion of the majority is nearly always right and when it decides that a dealer has goods of merit, that his prices are what they should be, that his promises are sacred, that his guarantees mean all they appear to and that justice and fairness prevail in all of his transactions, then the dealer has conducted his business along the right lines and is what people think he is.

The progressive retailer of today has learned that he must get his head above the level of the crowd in order to be recognized—he must get a reputation.

He has learned that there is no particular shrewdness in handling vehicles of doubtful merit, simply because they can be bought low and sold at a long profit.

He knows that he must live with his customers and that while they may not be able to distinguish between a good vehicle and a poor one at the time of buying, they can tell the difference between a carriage that gives service and one that doesn't.

Too often the dealer thinks only of the sale and its accompanying profit, ignoring the fact that no business can be built up on one time sales and it is the satisfied customer who comes back and brings his friends with him.—Carriage Dealers' Journal.

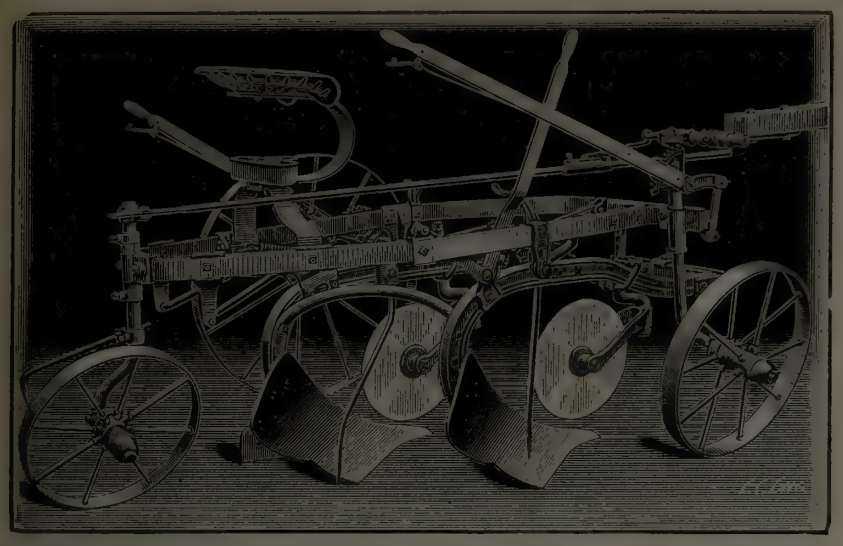
Collections.

That there are a great many sources through which losses may occur in business all will admit. That such sources are multiplied where goods are shipped from one agent to another, who sells to the consumer on a credit basis, none will deny. It is useless to deny the fact that credit has been one of the greatest up-builders in the history of commerce, and particularly so in regard to agriculture, but it has its evils as well as its benefits. It has, in many cases, led people on into debt and ultimately resulted in their failure and bankruptcy. From this source comes the greatest of all leaks in business, more commonly known as "bad accounts."

There is probably no industry that allows such unlimited credit as the farm implement and machinery industry. Business along this line is practically all carried on by credit. There are few farmers buying tools and implements for the farm who go to the dealer and pay cash for what they get. Owing to the prevalence of the credit system the dealer who refuses to "trust" is a rarity. The man who would try to run his business on a cash basis would be forced to the wall before he really knew he was started. Why is this the result? In our opinion, it is largely due to lack of unity among dealers. The man who presses a customer for payment of his account, even when that account is long past due, is talked of among the buyers, with the result that he is in a measure boycotted, and a competitor who follows a more liberal credit policy but less business-like methods, captures the bulk of the trade. This is to be regretted, as it is the direct harbinger of many bad accounts. Farmers should be taught that accounts must be met, either by payment in full, or part payment and renewal of note for the balance.

It is an undoubted truth that many farmers give their notes knowing well that they will not be in a position to meet same when maturity is reached, and feeling satisfied that they will have no difficulty in getting the dealer to carry their paper forward. The dealer is, in part, to blame, for this state of affairs. He has allowed credit and accepted notes so frequently that the farmer has now reached the stage where he considers credit as an established fact, and while the farmer may be thoroughly honest, which the majority of them are, still if they can get an extension of time on their notes they are that much ahead and the dealer so much behind. When the dealer is aware that the farmer with whom he is doing business is in the habit of practising this sort of thing he should do all in his power to forestall his requests. Endeavor to see him from thirty to sixty days prior to the maturity of the note and get him, if possible, to make a part payment. Offer him an extension on the balance as an inducement. In many cases the offer will appear alluring, with the result that the farmer will, in all probability, accept and the dealer will have made considerable progress in the clearing up of his account.

We are convinced that dealers should take some steps to prevent such unlimited credit. The matter has now reached a point where it is worth the attention of all implement men. The most likely action that can be successful is, we think, only to be accomplished by more unity among the implement dealers of Western Canada. The sooner such steps are taken and credit is reduced to a more proportionate basis the better for the dealer.



THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,

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J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE BRANDON MACHINE WORKS CO., LTD.

MANUFACTURERS OF

THE BRANDON STEAM PORTABLE ENGINES

UNEQUALLED IN EFFICIENCY AND DURABILITY

SALES AGENTS FOR

RED RIVER SPECIAL and FILSHIE NEW FAVORITE

SEPARATORS

All Attachments and Thresher Supplies

Our Lines are Leaders and Money Savers

Write Us for Catalogues and Prices

DEERE ENGINE GANG IN ASSINIBOIA.

CANADIAN FARMERS AND CANADIAN DEALERS

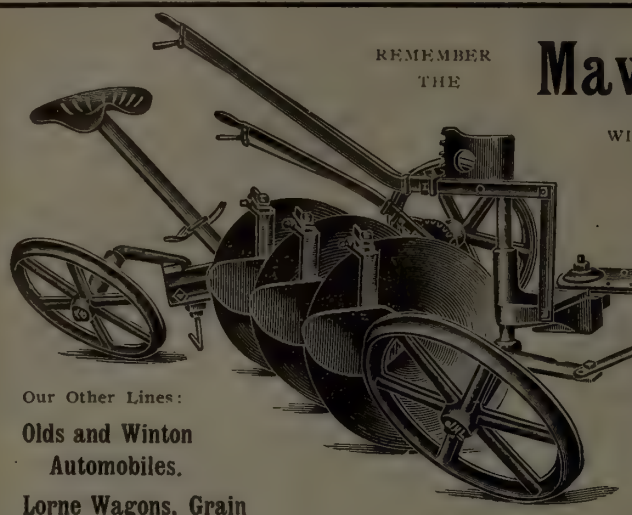
Not only appreciate a good thing but they know a good thing as well. That is how it comes that several times as many JOHN DEERE PLOWS (the highest grade steel plows made in America, or anywhere else) are sold to Canadian farmers by Canadian dealers as of any other high-grade steel plows of any other manufacture. The duty cuts no figure when a man wants the best and is willing to pay for it.

Walking Plows, for all purposes; Riding Plows, single and in gangs, for Horse and steam power; Disc Plows, single and in gangs, for horse or steam power.

For Sale by the Best Dealers in Canada. Mauufactured by

DEERE & COMPANY, Moline, Ill., U.S.A.

THE FAIRCHILD CO., LTD., WINNIPEG, GENERAL AGENTS FOR WESTERN CANADA.



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Maw-Hancock Disc Plow

WILL CLEAN and DO GOOD WORK IN ANY KIND OF SOIL.

We Can Supply You With Any Style of

BRANTFORD CARRIAGE

To make Your Stock Complete for Spring Trade.

Our Other Lines:

Olds and Winton Automobiles.

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JOS. MAW & CO., Limited

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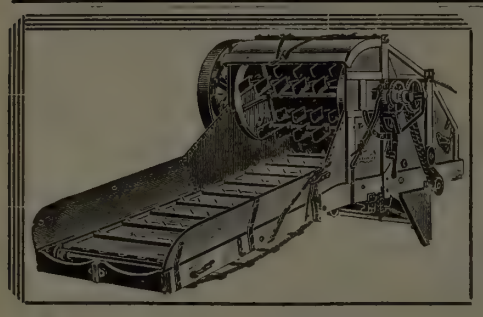

The Canadian Monarch

The Monarch is the only band cutter and self feeder built that CAN and DOES lift the butts off the grain, at the same time spreading it perfectly, just as a man would do by hand. All threshermen know this is the only proper way to feed. The feathering motion does not knock out the cylinder teeth or break concaves. The feed is perfectly even and uniform across the entire width of the separator cylinder. The Monarch supplies any separator to the separator's capacity.

Manufactured by The

Norris Implement Co., Ltd., Winnipeg, Canada.

If you require a

Fire or Burglar Proof

SAFE

OR

VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. Johnston & Co., Ltd.

776 Main St., WINNIPEG, Man.

THE INDIANA

REVERSIBLE ROAD GRADER

Municipalities and Contractors

Will find it to their advantage to write us for Prices on Road Graders and Scrapers. We carry in stock a full line of

ROAD GRADERS, WHEEL AND DRAG SCRAPERS, RAILROAD GRADING PLOWS, STUMP MACHINES, WAGONS, etc.

SEND FOR CATALOGUE.

W. JOHNSTON & CO., LTD.

776 MAIN STREET, WINNIPEG, MAN.

Now is the Time to Sell a

Gasoline Launch

"We can Supply Them."

Our prices are lower and discounts higher than have ever before been quoted in our territory. Lengths 16ft. to 22ft. carried in stock

Sole Western Canadian Agents for the Celebrated

CADILLAC and DARRACQ AUTOMOBILES
And ORIENT BUCKBOARDS

We have the most modern and up-to-date repair shop in Canada; every facility for AUTOMOBILE, BICYCLE, GASOLINE LAUNCH and SKATE repairing.

Write us for territory and prices.

McCULLOCH & BOSWELL

Granite Automobile Garage

Cor. ELLICE and HARGRAVE STS.

CANADIAN FARM IMPLEMENTS

VOL. I, No. 5. WINNIPEG, MAN., MAY, 1905. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

WATERLOO MFG. CO. LTD. WINNIPEG, MAN.

IF YOU HAVE NOT

made a contract for the sale of Threshing Machines for the season of 1905. Write us today and secure an agency for the most up-to-date line in the market.

ADDRESS

WATERLOO MANUFACTURING CO., LIMITED

WINNIPEG, - - MANITOBA.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

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C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

IMPLEMENTS ARE NO GOOD WITHOUT

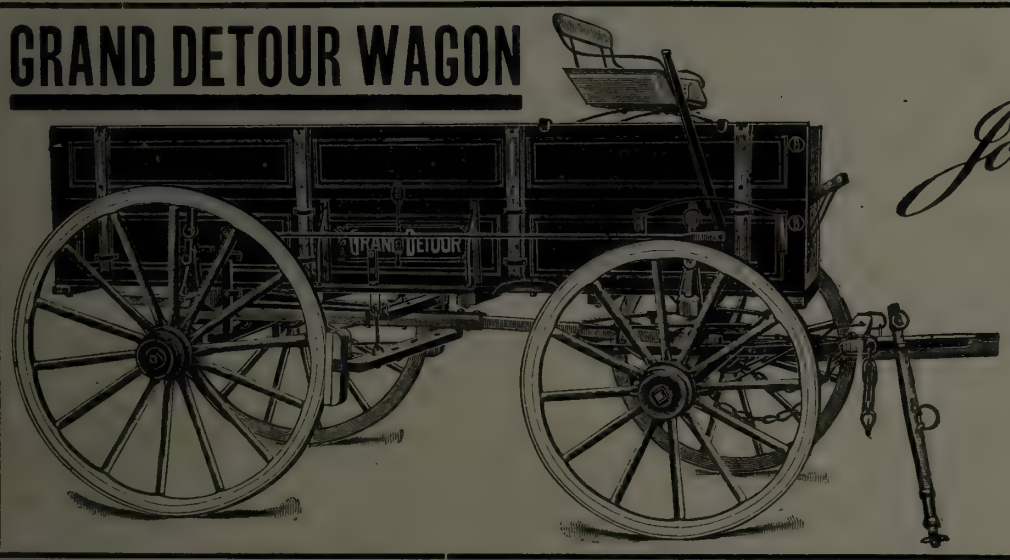
Good Harness

And for this write to

The Great West Saddlery Co.

Winnipeg, Man., or Calgary, Alta., for their latest Illustrated Catalogue.

GRAND DETOUR WAGON



John Watson Mfg. Co. LIMITED

WINNIPEG - MAN.

Better write us about Grand Detour Farm Trucks. They are the best we have seen and the prices are right.

"No one can give you a better deal."

THE **Cannon Oiler**

EVERYTHING FOR THE THRESHER — THRESHERS SUPPLY COMPANY LIMITED WINNIPEG

Cannot Clog, as the oil passes through a fine strainer before reaching the spout. Oil cannot spill or escape from the can when upset, *unless the plunger is pressed.*

Last season *we could not supply orders after September 1st!* Send your order NOW. :: :: :: ::

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P. O. BOX 703 WINNIPEG P. O. BOX 703

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
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Building Materials of every Description in SHEET METAL

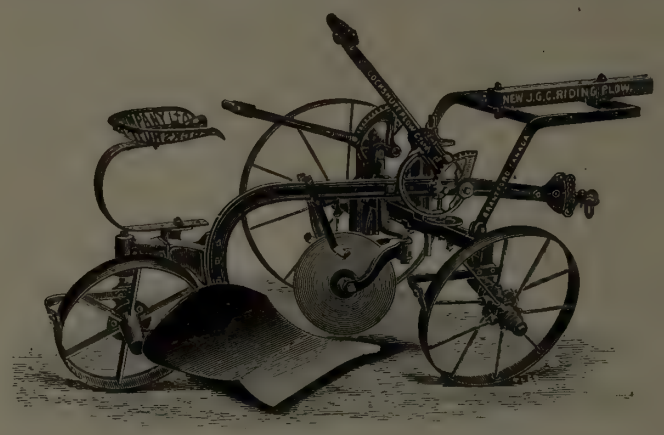
SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

COCKSHUTT PLOWS AND HARROWS



The New Style J.G.C. Sulky.

Are Favorably Known Everywhere

We have enjoyed a large trade this spring, and our prospects for the future are larger still.

Cockshutt Implements Make Friends and Hold Them.

OUR SPECIALTY

Is Mixed Car-loads of Plows, Harrows, Drills, Wagons, Etc.

Every Implement Dealer

Is anxious to control a line of Implements that is

UP-TO-DATE IN EVERY WAY
PROPERLY CONSTRUCTED
HIGH GRADE IN EVERY PARTICULAR
PROFITABLE TO SELL

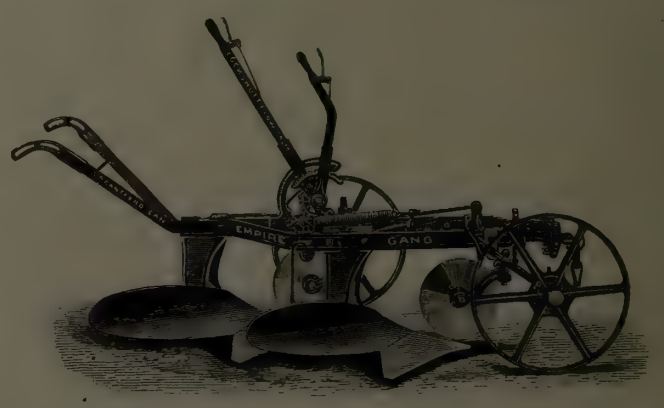
The Cockshutt Line includes all these points, and hundreds of dealers in Western Canada are handling our goods today with entire satisfaction, both to their customers and to themselves.

Catalogue describing our money-making line for the asking.

Distributing Houses at Brandon, Regina, Calgary and Edmonton.

Brantford Breaker

Cockshutt Breakers turn a flat furrow without breaking the sod and are very light in draft on account of the long sloping turn of the mould board.



This illustration represents our famous EMPIRE GANG with Breaker Attachment.

There are special points about the Empire Gang that place it ahead of all other similar Gangs. It has an extra strong steel frame, heavy axles, dust-proof wheels, fine adjustment ratchet. It is also fitted with compound levers and spring lift of new design. **Riding Attachment Supplied if wanted.**

FACTORY: BRANTFORD **Cockshutt Plow Co. Ltd.** Winnipeg.

CANADIAN FARM IMPLEMENTS

Vol. I, No. 5. WINNIPEG, MAN., MAY, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

Manufacturer's Double Dealing

Is it possible for the manufacturer to serve two masters? Can he sell identical goods, excepting for a different color of paint and a change of name, to the dealer and the catalogue house, and can such business be carried on honestly? These are questions that are to-day agitating the minds of many implement dealers in the United States, brought about by the recent expose made by a prominent trade journal, regarding a separator manufacturing concern supplying both the dealer and the catalogue house with the same machine, except that the machine supplied to the catalogue house is painted blue and bears a different name from the one sold to the dealer that is painted red and is known as the Iowa.

We cannot see how it is possible for any reputable manufacturing concern to engage in this business and expect to retain the friendship and confidence of the trade. Manufacturers, at least the most of them, are well aware that the catalogue house is the greatest enemy of the legitimate trade. It does everything possible to force the local dealer out of the field in order that it may secure control of the situation. We do not believe that any manufacturer can serve the two interests and do it honestly. One or other has to suffer in consequence, and, in our opinion, it will not be the catalogue house. We are convinced that the manufacturer has to make a choice. Either the catalogue house or the dealer has to be dealt with exclusively.

The following is the article above referred to that appeared in the April number of the Iowa Trade Journal:

"Any manufacturer has the great American privilege of selling his goods where and to whom he pleases. He has the privilege of furnishing them to catalogue houses if he wishes, or he has the privilege of doing a legitimate business through the jobber and the retailer. But there is no principle of business ethics which will give the moral right to sell both to the catalogue house and to the retailer.

"A short time ago it was hinted to the Trade Journal if we would investigate the manner in which the Iowa Dairy Separator Co., of Waterloo, was doing business, we might find something very exciting. W. W. Marsh is manager of this concern, and previous to this suggestion we had not suspicioned but what everything was alright with that concern and it was being conducted in a fair manner. After a thorough investigation we find that the Iowa Dairy Separator Company, of Waterloo, is furnishing cream separators to Sears, Roebuck & Co., of Chicago. It is an extremely unpleasant duty we find ourselves confronted with in making this announcement. We would rather say to our readers 'the Iowa Dairy Separator Company, of Waterloo, is worthy of your business and of your confidence,' but you expect us to be honest with you and in doing it we must make this exposition.

"The Iowa Dairy Separator Co. has a contract with Sears, Roebuck and Co., to furnish them the enormous number of 12,500 cream separators during the year 1905. During the month of February of this year Sears, Roebuck & Co. shipped out of the warehouse to to their customers, 986 separators. This concern puts out its separators in two different colors. The blue, which is made in three sizes, called the 'Economy,' are furnished to Sears, Roebuck & Co., while the red goes to the retailers. The bowl and core of these machines are exactly alike, but the frames are a little different. Just enough to decieve the unsuspecting retailer, who has been handling these goods in good faith.

"The 'blues' are turned over to the Security Storage & Transfer Co., of Waterloo, and used to fill Sears, Roebuck & Co. orders. When the Iowa Separator Company turns their product over to this warehouse, they are issued on a warehouse receipt, which is cashed when presented to the First National Bank of Waterloo. The Storage Company receives twenty cents each for handling these, which is every cent it costs Sears, Roebuck & Co. to handle and sell the 'Economy' cream separator, with the exception of getting out the catalogue.

"These separators are delivered by the factory to the warehouse company and consigned to Sears, Roebuck & Co., Chicago. When they are shipped out they bear a shipping tag on the face of which is this form, 'Invoice number—— from Sears, Roebuck & Co., cheapest supply house on earth, 7387 North Desplaines, 7488 North Jefferson, 6896 Fulton, 131 Walman St., Chicago, Ill. Ordered of Sears, Roebuck & Co. Town——Notify ———.'

"We do not know what price Sears, Roebuck & Co. pay the Iowa Dairy Separator Company of Waterloo for these machines, but we have it on good authority that Sears, Roebuck & Co. make a $10 profit on each of these separators. If this is true, and we have no reason to doubt it, on the 986 they sold during February they cleared up a profit of $9,860 and on the total contract for the year 1905, they would clear up the nice little sum of $125,000. This makes a profit for Sears, Roebuck & Co., of Chicago, out of Waterloo, of more than is made by any concern in Waterloo.

"One of the strange things in connection with this deal, and one which we are unable to explain at this time, is that all these separators are shipped out over the Chicago Great Western Railroad. We are not in a position to say whether the Chicago Great Western Railroad Co. grants Sears, Roebuck & Co. special rates or not, but it certainly does look very suspicious to have such large shipments go out wholly and entirely over the one road. If the Chicago Great Western Railroad Co. is guilty of catering to and granting rebates to Sears, Roebuck & Co. then in no sense are they entitled to the support of the Iowa jobbers and retail merchants.

"When a representative of Sears, Roebuck & Co. is about to visit Waterloo and visit the factory and warehouse, all of the red separators are put out of sight. They are either packed away in some part of the factory or warehouse and so covered up as to be out of sight, or else they are hauled to some barn or other obscure place, where they will not be detected.

"Likewise when a jobber of some importance visits the factory. Only when he comes the blues are put out of sight and the reds are the only ones he sees. The Iowa jobber and the retailer can see nothing suspicious about the factory or the warehouse. It looks to him as though the concern was doing a fair and square business.

"Don't imagine for a minute that it is an easy matter for the employees of this factory to get the separators out of sight when one or the other of their customers show up. The facts are every employee of the factory is turned loose at the task and it makes but little difference where the goods are put so they get out of sight.

"Last year cream separators, practically by the carload, were returned from Sears, Roebuck & Co. The old shipping cases were demolished and without the machines having been rebuilt, but only being retouched, they were sent out as new. Twelve hundred of these machines which had been returned were in storage at one time last fall.

"Sears, Roebuck & Co. reduced their price on cream separators for 1905, $10 below what they were quoted at for 1904. Did they receive a lower price from the factory for 1905 or are they content to make their profit $10 this year, instead of $20 as last year? Draw your own conclusion.

"The Iowa Dairy Separator Co. has a capacity of sixty machines a day, and we understand they are working day and night with two shifts, and also arranging to enlarge their plant. We have seen these machines, from the same factory, which furnished Sears, Roebuck & Co., billed to Iowa retail merchants. Of course they were of a different color than those furnished the Chicago concern. Now, Mr. Retail Dealer, Implement Dealers' Association and Hardware Dealers' Association, you have the whole thing in a nut shell.

"For fear Mr. Marsh will say in defence that the Trade Journal makes this exposure because it has it in for him, we want to make further explanations. At the Manufacturers' State Convention, held in Cedar Rapids, in February, the Trade Journal asked that the Association pass a resolution endorsing it for the work it had done in Iowa in the interests of the Iowa manufacturer and in opposition to the catalogue houses. Mr. Marsh, who was occupying the chair at that particular session, took the trouble to ask the vice-president of the Association to occupy the chair and he took his place in the audience. When this resolution came up, Mr. Marsh opposed it because, as he said, it would be showing favoritism toward one paper, when the daily papers of the state had assisted the Association in its work. While we regretted to have Mr. Marsh take such a stand, at the time we gave him credit for being sincere and told him so, but now we can see that the anti-catalogue house campaign being conducted by the Trade Journal did not please him. While he was asking the Iowa retail dealer for his patronage, at the same time he was furnishing that retail dealer's enemy with ammunition with which to wipe him out of business.

"We have written Mr. Marsh at different times on different subjects and never succeeded in even getting a reply. We confess that at the time we could not understand his attitude, but now it is all as plain as day. It would have made no difference what Mr. Marsh's attitude toward the Trade Journal had been in the past, this discovery of ours would have received the same treatment.

"We are also sorry to say we have deep-seated suspicions against other Iowa factories and shall do everything in our power to ferret them out, and if they are found guilty as is the Iowa Separator Co., of Waterloo, then we most certainly shall mete out to them the same treatment we have in this case. So far as we know, this company has quite a nice business among the Iowa dealers and to all who are handling their separators we wish to say there is no reason for your being scared out of Iowa for your supply, simply because this concern has been found guilty. So far as we know there are three other factories in Iowa making centrifugal cream separators, one in Waterloo, Ft. Dodge and Clinton. We have investigated their mode of business and satisfied ourselves they are not guilty as is the Iowa Dairy Separator Co. So long as there are two such concerns in Waterloo, we ask you to be careful and not confuse them. One is the Iowa Dairy Separator Co., which is guilty, and the other is the Waterloo Separator Co., which is not.

"We are not familiar with the merits of the separators made by these two concerns, but our investigation has led us to believe, in fact, we have been told by men who are intimately connected with the Iowa Dairy Separator Co., that the machine turned out by the Waterloo Separator Co. was head and shoulders above the other.

"This is one of the most unpleasant duties as a trade paper, we have been called upon to perform, but to have passed it by would have betrayed the confidence of our readers and to have prostituted the good name the Iowa Trade Journal has succeeded in building for itself.

"You have the facts without any guess work, without any equivocation, and we leave it to you. We ask you not to suspect any other Iowa manufacturer unless you have good grounds for it and if you have we shall appreciate it if you will make us familiar with the proofs you have on hand.

"As soon as proofs are placed with us we will at once institute an investigation, doing the entire work ourselves and taking all the responsibility. In no case or under any circumstances will we divulge the names of the persons giving us preliminary information. You shall be protected, but we want what information you may have that we may be able to ferret out conditions as we have in the case referred to in this article.

"We believe the Iowa institutions furnishing supply houses are extremely limited and we would not, for all the world, throw a shadow over any of them who are not guilty. How foolish it is for a manufacturer to take up such a trade. What a precarious condition they place themselves in by doing so. Probably this very concern, next year will find that Sears, Roebuck & Co. for some excuse, either imaginary or real, are either manufacturing their own cream separators or buying them from another factory which would result in the Iowa Dairy Separator Co. finding the retailers had justly deserted them and that the catalogue-house trade had gone entirely. It puts the manufacturer who stoops to such trade, in a position where financial ruin may swallow him up at the expiration of almost any catalogue-house contract. He cannot serve two masters. We want

Every Dealer does not sell **THE MANITOBA LINE**

Only the best dealers in Canada can sell Canada's best

WINDMILLS, PUMPS, ENGINES, GRINDERS, etc.

They appeal only to people of taste and good judgment. They are sold by people who cater to the best trade, and who are in a position, financially, to control the best. We are exclusively wholesale. We deal through the trade. Once we contract, you will find us cast iron when it comes to protecting your trade.

The famous **"MANITOBA PUMPS"** known for excellance all over the entire West.

The "MANITOBA" The most scientifically designed Mill the world has yet produced.

If you intend to handle such a line, you cannot afford to risk your reputation on any but the absolute best — THE MANITOBA

We manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized

Literature and prices sent anywhere upon request. Send for it and you will soon be convinced that the MANITOBA'S are the MONARCH'S, and that there is money in our lines for you.

Our Plant is located in the West. Prompt delivery. Cheap and Quick Repairs.

THE "MANITOBA" GASOLINE ENGINES

No water tanks, no gasoline pump. Simple, strong, safe. High in grade, but high in work also.

Manitoba Windmill and Pump Company, Limited Manufacturers

Box 301 **BRANDON, MAN.**

Be careful when addressing us. Get it right. Say Manitoba and Box 301

to draw a conclusion and we want it to find a lodgment in the minds of our readers, and that is this: We want you to buy your supplies from Western factories. You have no assurance whatever but what the Eastern factories are supplying catalogue houses every day in the year, in fact we know large numbers of them are as has been experienced and found out by the efforts being made by the National Hardware Dealers' Association. When you buy from an Iowa factory, they are right here near at home, and in the Trade Journal you have a friend which is watching every one of them, and it would hardly be possible for them to carry on such a business very long without being found out. While on the other hand the Eastern manufacturers might carry on that very thing for a century and you never would be the wiser for it.

"We have been told of a circumstance in our own state in which a dealer had taken a cream separator, made by this Waterloo concern to a farmer's residence for the purpose of making a sale. When he got there he found the farmer had ordered a separator from Sears, Roebuck & Co. at much less than what this dealer was asking. A comparison was made of the two machines and imagine the surprise when the bowl and core of the two machines were identical. He may have had suspicions, but if his separator had come from an Eastern factory, he probably never would have been the wiser, but now the mystery is solved for this man; he knows how it came that the core and the bowl of the separator sold by him were exactly the same as those found in the separator sold by Sears, Roebuck & Co.

"Stay by the Iowa manufacturer; he is your friend, and as we have said, with very few exceptions, is worthy of our confidence. We have said all there is to say; we have said enough.

"We desire to be fair with the Iowa Dairy Separator Co., and Mr. Marsh, its manager, and if he desires to use the pages of the Trade Journal to defend himself we will be glad to place them at his service without cost."

TERSE COMMENT.

In dealing with this matter in a recent issue, the following terse comment was made by Canadian Implement and Vehicle Trade:—

"There being no duty on this line of goods coming into Canada, there is no reason why the consumer cannot buy these goods of the 'catalogue house' at their prices and have them delivered in Canada the same as in the States. On goods where there is a duty the Yankee 'catalogue house' stands a poor chance in Canadian trade, but it will not be very long before branches or houses along the same line will be estabished here, and when that time comes the dealer must be prepared to say to the manufacturer: 'You cannot have our trade and theirs. You must choose between us.'"

Practical Rating System.

A local organization of implement dealers in one of the western states maintains a system of ratings applying to implement buyers of the vicinity which one of the members of the association pronounces an unqualified success, worth ten times its cost. This system is one of the most valuable developments of local organization.

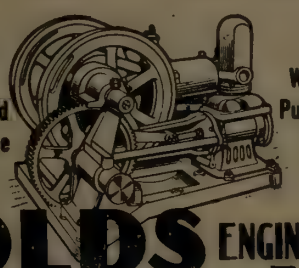
The association has a membership of fifteen dealers in implements and vehicles. Each member carefully examined his books and records and furnished to a central bureau all the information that he had or could obtain relative to his customers. For rating purposes the letters "A, B, C, and D" were adopted. The application of the letter "A" means that the customer is good for any credit he desires. If rated "B" the customer is good for any reasonable amount of credit. The letter "C" indicates that the credit extended should be secured, and if "D" follows the name it means that the party should not be trusted at all.

As previously stated, each member drew up a list of all of his customers from his books and rated them according to these specifications. The association then employed a competent man to compile the information and apply the different ratings given by the different dealers. For instance, a farmer might be rated "A" by one dealer, "B" by another and "C" by a third, according to their respective experiences with him. Thus the list gave each member of the association the advantage of every other member's experience with each particular customer. While a farmer might have kept his credit good at one place and not at another, information to that effect was available to each member for use as he elected.

No pledge or promise was exacted requiring the members to refuse credit to anyone, but the result was an immediate restricting of credits to a class of buyers that had theretofore been given credit far beyond their merits. The system also placed in the hands of each member information that would enable him to determine whether or not credit should be extended, without wasting time in making inquiries, each member being furnished with a complete list with the ratings, as reported by the different members, printed opposite each name. Of course the list is revised from time to time, as changes occur.

In this connection it is interesting to note that some of the local organizations, especially the general merchants' organizations, including all classes represented in any town or community, are making use of such associations to collect bills from delinquent customers. Such customers are first notified by the merchant that unless his account is paid by a certain date the claim will be placed with the collection department of the association.

If no attention is paid to this, a letter is then sent by the secretary of the association demanding immediate payment, and if no reply is then forthcoming the debtor is notified by the secretary that unless the claim is paid within ten days the fact of his delinquency and his attitude towards the matter will be reported to all members of the association. It is stated that this system has been very effective in the collection of accounts, settlement of which under other circumstances would have been long deferred or perhaps the amount entirely lost.—Farm Implement News.



OLDS ENGINES

ARE USED BY THE

U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal."

They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd.
Winnipeg Agents
Winnipeg, Manitoba.

THE CHICAGO IMPROVED CUBE CONCRETE MIXER

THE BEST FOR ALL CONCRETE MIXERS

"IT HAS NO INSIDES"

It is a well known fact that mixers having inside blades, pocket and separate the material as it enters, and again in turn scoop it up from the bottom, and require constant attention by frequently flushing, as also scraping and pounding at short intervals on the outside of drum to dislodge the material which is constantly attaching itself to the inside mechanism, such as vanes, scoops, paddle arms, inside shaft, or whatever it may be, not only causing the material to ball, but greatly decreasing the life of the machine, as these accessories, by reason of their resistance, not only wear out rapidly but largely increase the strain on the gears, frame, etc. Our CUBE MIXER, with ordinary use, is guaranteed not to clog.

PORTABLE and STATIONARY, 7 Sizes, 2 to 80 Cubic Yards per hour

HAND POWER, STEAM, GASOLINE, ELECTRICITY

Send for Catalogue No. 31

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General Offices: 607-9-11 Railway Exchange, Chicago. Ill., U.S.A.
New York Office: 150 Nassau St.

J. L. NEILSON & CO. 602 Main Street, Winnipeg, Man.
Agents for Western Canada.

Punctuality in Business.

Given equal capital, equal location and equal ability, the punctual man is the one who will succeed, where his easy-going, careless competitor will fail. Punctuality may be considered only a negative virtue, nevertheless its lack leads to many a disappointment and many a loss, and, what is of more far-reaching importance, to distrust and lack of confidence, which is fatal to all future business.

No matter what the weather or the feelings of the business man may be, his store should be open at the established time, as regularly as the ebb and flow of the tides. Then nobody in a hurry will have to go away disappointed at locked doors. No matter how trivial the business engagement may appear, be on the spot at the appointed time. A customer satisfied over a small purchase to-day, or over any little business engagement met and carried out as agreed, may eventually mean a trade of hundreds or thousands of dollars. Be punctual in waiting on customers or in answering inquiries. Never keep a customer waiting, even if you are the only one he can trade with in your town.

Punctuality in collecting accounts is another important secret of success in business—as important as punctuality in making sales. Laxness in making collections is sure to breed laxness in paying on the part of your customers; which, as you will admit, is a bad habit. If you are not on the spot at the time appointed for payment, how can you expect your debtor to retain his respect for you as a business man? Business is business, and while the "pound of flesh" rule is not at all necessary in modern business, a close, practical, up-to-date, systematic method of making collections is absolutely necessary, and promptness is one of its prime factors.

Then, punctuality in the payment of your own accounts is just as essential as punctuality in making collections. It is absolutely necessary in establishing and maintaining your own credit. It is much more important than large capital, and will stand you in better stead. The man with moderate capital who not only pays his debts but pays them promptly, stands to win out in the race for business success far better than the man with practically unlimited capital who is careless in meeting his obligations.—Hardware.

Remember the Name.

One of the most progressive manufacturing firms operating in Western Canada is the Manitoba Windmill & Pump Co., of Brandon, Man. We recently received a number of circulars from this concern containing much information with reference to the pumps, windmills and gasoline engines manufactured by them. They are the makers of the celebrated "Manitoba" steel pumping mills and towers, and the "Manitoba" and "Daisy Hayes" pumps, lines that have attained most enviable reputations both among dealers and farmers in the West. From a modest beginning the history of this company has been one of continual healthy growth, until today it occupies a prominent place among the many business concerns of this country. We understand that they prefer to have their goods sold through the dealer and that they pay particular attention to the protection of their agents. We are also informed that they are very liberal in their dealings and that they have a fair share of the Western trade.

Owing to the fact that there are other concerns in Brandon, Man., handling similar goods, we would advise dealers who wish to correspond with the Manitoba Windmill & Pump Co. to be careful that they get both the name and address right, and to put Box 301 on all letters. We made an error last issue by giving another Brandon concern credit for circulars received from the Manitoba Windmill & Pump Co. Remember the name.

Another O. K. Medal.

A McCormick binder was awarded a handsome silver medal, the highest prize given at the annual Agricultural Exhibition held in Cork, Ireland, in April.

Convincing the Farmer.

The separator agent has his own share of the world's trials and tribulations when he undertakes to place a cream separator with the farmer of a certain class. With many farmers, but particularly with those of a careless and shiftless nature, the selling of a machine is an exceedingly difficult task. This class of men use every possible argument in order to turn the agent down; therefore it is essential to the dealer's success that he be well versed in every possible contention why the farmer should use a cream separator.

It is admitted by a great many dairy experts that the farmer milking from three cows up should own a separator. In view of this fact it is evident that the farmer who is milking any number of cows, from three up, and who refuses to place a machine, is working directly against his own interests. It is the opinion of this class of farmer, who eventually purchases a cream separator, that he is doing the agent a favor in allowing him to put in a machine. The reverse is just the case. The dealer who sells a cream separator to a farmer is doing that farmer a favor.

In selling to the farmer of a careful, studious disposition, one that keeps posted, by means of the agricultural press, on all appliances invented for the benefit of the farmer, the dealer finds his task less difficult. When a cream separator is brought to the attention of a farmer of this class, he recognizes its value, and providing he has a number of cows to milk, and the separator is of the type that he deems the best value, the dealer has practically no trouble in placing a machine.

OLD METHODS OBSOLETE.

The old methods of raising cream, which on the modern dairy farm are declared obsolete, are not only unsanitary and unhealthful but they are the source of great loss to the farmer. Losses of this sort are leaks that are a continual drain on the resources of the farmer. They are money leaks, and no agriculturist, anxious to succeed, can afford such losses in his business. The old proverb, often quoted, says that "procrastination is the thief of time." In the case of selling a cream separator it is also the "thief of money." Farmers who put off buying to a more convenient season (?) are simply

JUST OUT

WRITING IN SIGHT

L. C. SMITH & BROS. TYPEWRITER

W. J. ARNOTT, Sole Dealer Western Canada

NOTE.—We have a large stock of SECOND HAND Machines for SALE OR RENT, REMINGTONS, SMITH PREMIERS, UNDERWOOD'S, OLIVER'S and EMPIRES. These machines are all in good order, some as good as new.

W. J. ARNOTT, 404 McIntyre Block
WINNIPEG, MAN.

THE PEERLESS JACK

For Automobiles, Machinery, Traction Engines, Threshers, Etc.

A model of simplicity, durability and strength. Raise by working handle below center; lower by working handle above center. Works at any angle. Send for Catalog e. OLIVER MFG. CO., 210 Desplaines Street Chicago, Ill.

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Porcelain Lined Iron Cylinder Wood Pumps

Made only of the Best

TENNESEE YELLOW POPLAR

Morden Double Action Force Pump

FULLY GALVANIZED

Send for Prices and Discounts

Melotte Cream Separator Co.
124 PRINCESS STREET, - WINNIPEG, MAN.

throwing away what might otherwise be clear profit. We have often heard a probable purchaser say, "Oh, well, the separator is a good thing. I'll buy one next fall." When next fall arrives he decides not to purchase until next spring, and this sort of procedure is followed from one season to another with the result that the farmer is losing what he might otherwise be converting into profit. This is not merely our opinion but is that expressed by prominent dairymen and through the columns of the agricultural press.

Probably the principal reason for advocating the use of the cream separator is the saving that it will effect in butter-fat. By pursuing the ancient methods of cream-raising, from one-eigthth to one-half of the cream is left in the skim-milk. The skim-milk is then fed to calves and pigs. This is equivalent to feeding the stock butter to the extent of from one-eighth to one-half of that produced. Now if it is economy to feed the stock from 12½ per cent. to 50 per cent. butter-fat, it should be profitable to feed all the butter-fat to the stock and get out of the dairying business. All farmers, however, are well aware that such methods are not profitable. Butter is too valuable a food for pigs and calves, especially when it is possible to purchase a food equal to butter-fat, capable of raising just as good a calf or pig, for one-twentieth part of the cost.

TWO POINTED EXAMPLES.

We are cognizant of a few cases —two in particular—where separators have been put out of repair by accidents. In one case the owner was milking twenty-one cows and figured that for every day his machine was out of repair he was losing one dollar and a half. In the other case the owner was milking forty head of cattle and he requested the separator agent to pay him five dollars for every day his machine was idle. Taking the milking period at three hundred days, we figure that the first man considered that he would lose $450.00 in that time, while the second man valued his loss at $1,500.00. (We merely cite these cases in order to show how users value their cream separators). We are also aware of a number of cases where farmers milking cows could no more get along without a separator than they could get along without a binder in this Western country. These facts should prove conclusively to the thinking farmer that to be without a separator is a source of loss.

Another argument in favor of the cream separator is that it is a great labor saver. The separator has practically every merit that can be cited in that connection. It will soon pay for itself by labor saving alone. In view of the fact that the majority of cream separator operators are women, it should be the aim of all farmers to provide machines that will, in as great a degree as possible, lighten the labors of their wives and daughters. The separator will do this, and, at the same time, do the work better and in a more efficient manner, thereby making a greater profit for the owner.

MORE UNIFORM BUTTER.

Another point in favor of the use of the separator is that it will effect a considerable saving in money that would otherwise have to be spent in the repairing and renewal of cans, pans, pails, etc., essential in the old methods of cream raising and skimming. Separator skimmed milk will produce a more uniform quality of butter; and the warm, sweet, animal-heated skim-milk is admitted by many agricultural experts to be a much more nutritive and valuable food for calves, pigs and poultry than the average skimmed milk as fed, after the cream has been raised and skimmed by the old method.

As a farm utensil, there is scarcely any machine used by farmers equal to the cream separator from the standpoint of practical utility. Other machines may be capable of producing greater gains during the period they are in use, but they are only used at certain seasons of the year, whereas the cream separator is used twice every day in the year. Dealers should make themselves thoroughly conversant with the separator they are handling in order to be better able to meet the arguments put forth by farmers against the use of the cream separator.

DE LAVAL SEPARATORS

THE KIND THE CREAMERYMEN USE

It is a well established fact and illustrated daily that the other kind of separator cannot be sold for list price when in competition with the DE LAVAL.

The prospective purchaser purchaser does not require to determine DE LAVAL SUPERIORITY, the agent for the other kind does it for him by dropping his price

Ask us for our catalogue.

The De Laval Separator Co.

248 McDermot Av. - WINNIPEG, MAN.

MONTREAL - NEW YORK - PHILADELPHIA
TORONTO - CHICAGO - SAN FRANCISCO

THE CREAM SEPARATOR YOU SHOULD SELL

You can sell Cream Separators. Every farmer is a possible customer for one. Farmers are going ahead and going ahead *fast*. They no longer drive to town as their grandfathers did—they buy up-to-date buggies. They won't skim their milk as their grandmothers did—they can do it quicker and better with a Cream Separator.

Farmers you see in town every week have made up their minds to buy. Most of them have a natural preference for the **UNITED STATES CREAM SEPARATOR** because they have seen it advertised continuously in their farm papers as the Separator that

Gets the Most Cream and the Best Cream.

You can't blame the farmers for ordering goods by mail if they can't buy them in their home town. It's YOUR business to have a United States Cream Separator right in your store. We'll send you an advertisement to put in your local paper —the farmers will see to the rest. Don't let this chance go by. Fill out, and mail us the three cornered coupon. We'll explain more fully, by return mail, why the U.S. is the machine for you to sell. Address your letter to Bellows Falls, Vermont.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, VERMONT

Distributing Warehouses at Winnipeg, Calgary, Vancouver

CUT ALONG DOTTED LINE

The VERMONT FARM MACHINE CO., Bellows Fall, Vt.

Gentlemen:—You may explain why it is to my advantage to handle the United States Cream Separator.

NAME .....

ADDRESS .....

9 .....

Brandon.

Mr. J. F. Templeton visited the Arcola district recently in the interests of the Imperial Implement Co.

Mr. Isaac Wood was in Brandon a short time ago in the interests of the Melotte Cream Separator Co. He stated that business in his line was particularly good.

Mr. A. Perey, traveller for the Case Engine Co., accompanied by Mr. M. Gifford, head collector for the same concern, spent Sunday in town a short time ago.

Mr. J. E. Ruby, manager of the Frost & Wood Co., with headquarters at Winnipeg, recently visited the branch of the company at this point, on his way to Regina.

Mr. W. J. Paps, of the Bell Engine Co., is pushing business in this Western country. He reports sales from many sections but states that business is still inclined to be dull.

Mr. A. N. Bannerman, traveller for the Threshers' Supply Co., of the 'Peg, was in the city recently pushing business for his concern. He reports a general pick-up in all lines.

The Hawkeye Feeder Co., agent here, had a pleasant call from Mr. Kimble, manager for the Parsons Hawkeye Mfg. Co., and Mr. Maib, the general traveller for the same concern, a few days ago.

Mr. John Inglis, of the implement firm of Smith & Inglis at this place, visited Winnipeg on business a short time ago. Mr. Inglis is one of the most prominent business men in this city, being president of the Board of Trade.

Mr. C. C. Macdonald, widely known throughout the country as a dairy expert, visited this city recently in the interests of the Uneeda Cream Separator, manufactured by the National Manufacturing Co., of Pembroke, Ont.

Mr. J. E. Briggs, general traveller for the Winnesheill Grain Saver, was in Brandon a short time ago. His company intend to push business in Manitoba and the Territories this season and will ship from this point.

Mr. G. K. Westlake, representing the Cockshutt Plow Co., was in town a few days ago on his regular trip. He is paying particular attention to the various experiments being made with the plows and drills manufactured by his company.

Mr. B. C. Clarke made his initial trip to Brandon a short time ago in the interests of the Winnipeg Rubber Co. Mr. Clarke succeeds Mr. F. W. Fowler, who held this route for many years and who was recently appointed manager of a branch established by the company at Calgary.

The splendid rains that have fallen during May, and the fine warm weather of the past two weeks, has so promoted the growth in the country that a good crop is practically assured for 1905. Many thresher concerns are located in Brandon and all are jubilant over the splendid prospects.

In preparation for the races on the 24th and 25th of May the Brandon Turf Club have had the race track rebuilt. The secretary of the club reports almost double the entries for this year. With the track in good condition it is expected that many former records will be broken.

Shingle Combine.

Owing to the fact that the shingle manufacturers of the province of British Columbia have formed a combination, there has been a general advance on all shingles exported from that province. The formation of this combine has been pending for a considerable period. Negotiations have been carried on between the manufacturers and the Kootenay shingle men with a view to putting an end to the price war that has lasted there for a long time. These negotiations have at last been successful and, it is understood, fully ninety per cent. of the shingle men have signed the agreement of combination.

As a medium through which the mills can act, two selling companies have been formed, the Export Lumber and Shingle Co., Ltd., and the Union Lumber Co., Ltd. The price of shingles has been raised to what mills consider a paying figure, but is not as high as it was before the rate war was inaugurated. The old price was $2.65 to 50 cent points and $4 to outside points. The new price is $2.50 to 50 cent points and $2.95 to outside points.

By the understanding thus arrived at, it will be possible for the manufacturers to regulate the production in accordance with the demand and prevent a glut. Both the Export Lumber Co. and the Union Lumber Co. will have offices in Vancouver.

Use our Columns.

In a recent item in this journal we requested our readers to make use of its columns on any matters pertinent to the trade. We want all those in the implement business to consider this publication as essentially their organ, published in their interests and for their benefit. A publication printed in trade interests is always open for correspondence from its readers. By pursuing this plan there is bound to come an interchange of ideas and much resultant benefit. Our readers are brought into closer contact one with the other and the editor gets the benefit of their various ideas and experiences; and if he can give you any assistance or information on any topic he will do so. That is what he is here to do. Remember our columns are always at your disposal.

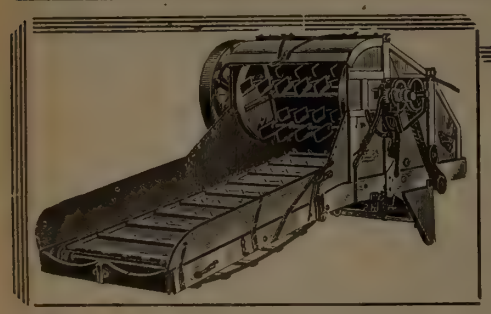
Are Erecting New Building.

The Canadian Moline Plow Co. recently let the contract for the erection of a new four-storey and basement building on the corner of Logan Avenue and Chambers St., Winnipeg. This structure will be built of solid brick and stone. The danger from fire has been lessened by the windows being fitted with fire-proof glass. The show-room will be one of the most magnificent in the city, being 83 x 120. The structure will be equipped with a large elevator and will have practically 50,000 sq. ft. of floor space, with ample trackage and shipping facilities. When completed it will be one of the most modern implement warehouses in the city. The excavation has been started and the work will be pushed to rapid completion. The erection of this building is under the direct personal supervision of Mr. J. H. G. Russell, the architect.

To Replace Prairie Chickens.

The prairie chicken as a game bird will almost entirely disappear from Minnesota in the course of fifteen years and the ring necked pheasant will take its place, is the opinion of S. F. Fullerton,, of the state game and fish commission. In a recent interview, Mr. Fullerton said:

"Seventy-five ring necked pheasants which the department purchased, recently arrived at the Willowbrook hatchery from the East. If all goes well, by next fall we will have 1,000 young pheasants, which number will be released among the forests and prairies of the state. They propagate amazingly, hatching nearly 60 young at a setting, and sometimes as many as 120 in the course of a year. I predict that at the end of five years there will be several million birds in the state. As a game bird the ring necked or mongolian pheasant cannot be excelled. They are fast and easily started and make excellent sport. A closed season has been announced on the birds to last for five years. The birds are excellent insect destroyers. The farmers will be asked to co-operate with us in stocking the state, as it will be to their benefit. The ring necked pheasant is the most prolific game bird known, and no amount of cold can kill it, being especially adapted to our Minnesota climate."



The Canadian Monarch

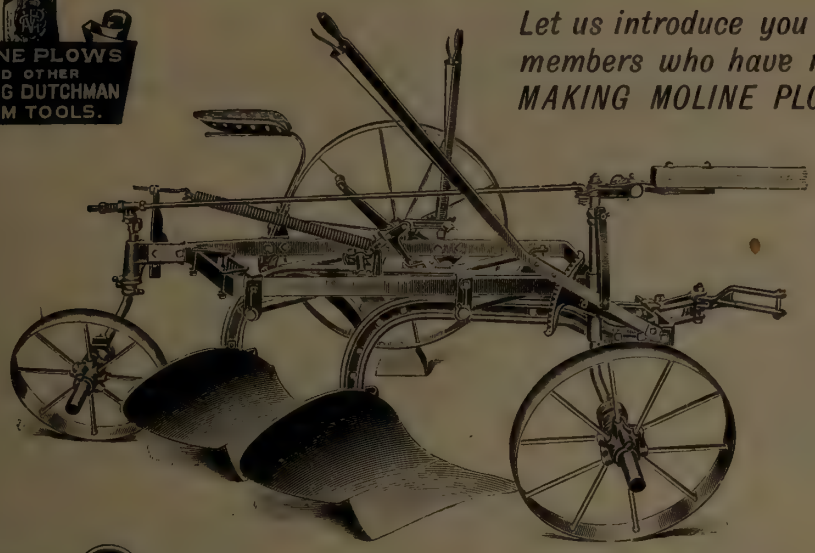
The Monarch is the only band cutter and self feeder built that CAN and DOES lift the butts off the grain, at the same time spreading it perfectly, just as a man would do by hand. All threshermen know this is the only proper way to feed The feathering motion does not knock out the cylinder teeth or break concaves. The feed is perfectly even and uniform across the entire width of the separator cylinder. The Monarch supplies any separator to the separator's capacity.

Manufactured by The

Norris Implement Co., Ltd., Winnipeg, Canada.

Are You Acquainted WITH THE DUTCHMAN FAMILY ?

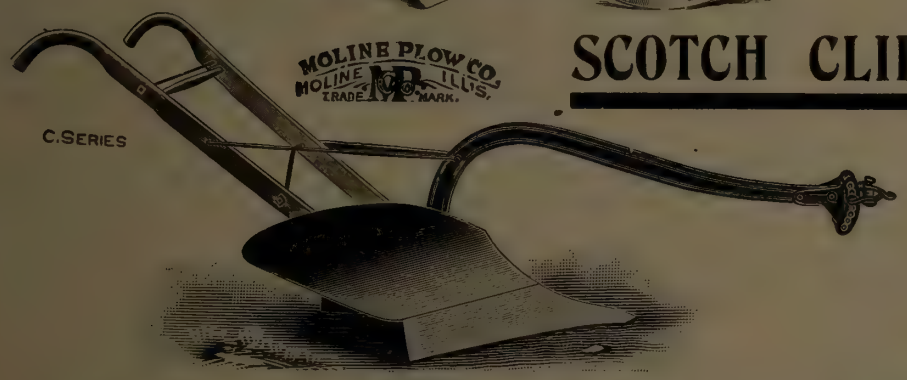
Let us introduce you to four of its members who have made and are MAKING MOLINE PLOWS FAMOUS



BEST EVER GANG PLOW

A FOOT-LIFT GANG

with many special features. A few of them are: Dust-Proof Long Bearing Wheel Boxings, Extra Heavy Beams, Adjustable Rear Wheel, the Bottoms Possess Unusual Strength, Re-enforced Heavy Shares, Strong at Every Point, yet Simple in Construction and Easily Operated.



SCOTCH CLIPPER PLOW

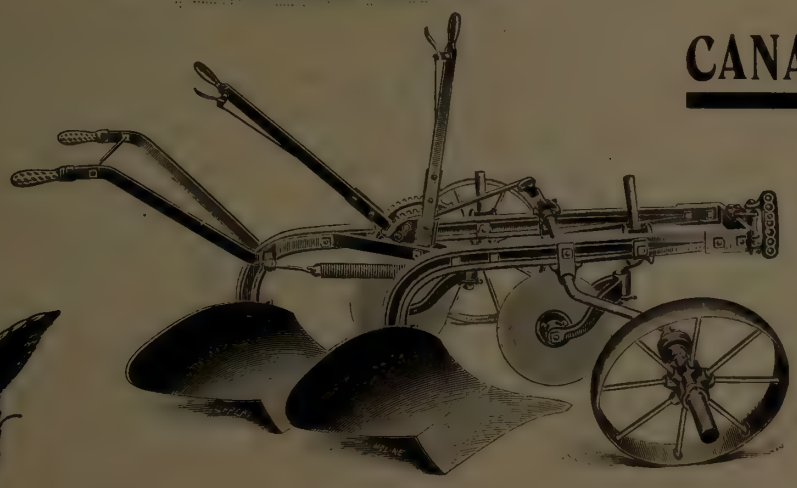
A HANDLE PLOW

with a Reputation, backed up by Years of Success, and Sold in almost Every Country on the Globe. Furnished with Cast Landside Shoe and High Landside.

WESTERN QUEEN BREAKER

A BREAKING PLOW

just as Staple as Sugar. As a Prairie Breaker we contend its equal has yet to be manufactured. When equipped with Extra Long Landside the Draft is very Light and the Plow stays to its Work, requiring very little attention.



CANADIAN CHIEF GANG PLOW

A STRONG SERVICEABLE GANG

at a Minimum Figure. This Gang will get you Business. Best Ever Bottoms are used on this Gang. Dust Proof Wheel Boxings, Re-enforced Shares, etc. No Cast Heads to break or get your Bottoms out of line. :: :: Ask the Price.

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OF PLOWS, WAGONS, CUTTERS, FEED MILLS, VEHICLES, ETC., ETC.

CANADIAN MOLINE PLOW CO., WINNIPEG MAN.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

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WINNIPEG, MAN., CANADA.
Phone 518.

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(Postage Paid Anywhere.)

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P. G. VAN VLEET - - Vice-President

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1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
461 Champlain Avenue.
A. S. CORE - - Representative.

WINNIPEG, MAN., MAY, 1905

Everything Prospering.

The statement that the people of Canada are enjoying prosperity is amply borne out by the excellent financial and commercial conditions of the country. All manner of industrial establishments are prospering; lumbering and mining are making rapid strides along the path of progress; agriculture is going forward by leaps and bounds and the fishery interests of the Dominion are in exceedingly satisfactory shape.

There is no country under the British flag, nor any section of any other country in the world, that is showing the same amount of progress as the Canadian West. Each day sees new industries opening up and the population is increasing at a rate seldom, if ever, reached in the history of any part of the world. In this country we have passed the "boom" period, and people are gathering from all parts of the earth because this fact has been demonstrated to their satisfaction. Western Canada is no longer in the experimental stage; it is past that, as is evidenced by the steady, though rapid, growth that is taking place from the Great Lakes to the Pacific Ocean.

Each week marks the arrival of thousands of new settlers. The majority of these people are, generally speaking, of a class that bids strong for the future welfare of the country. Many of them are taking up homesteads, while others are engaging with the various trades and industries throughout the land. According to all reports, it is evident that fully 100,000 new arrivals will locate in the Canadian North-West during 1905.

Land values continue to advance at a rate consistent with the growth of the country. All signs, so far, continue to indicate another bumper crop year. The acreage under crop for this season is greatly in advance of any previous year. Farm implements and machinery have been in good demand, and all reports point to bright prospects for future sales. Excellent prices are prevailing for all products of the farm, and this state of affairs is also prevalent in the mercantile world. Taken altogether, 1905 promises to be the banner year yet attained in the history of the new West.

Crop Conditions.

During the past month the daily press of the country have been devoting considerable space to crop reports in the North-West. Recently the Winnipeg "Free Press" sent a number of dispatches to their correspondents in the principal wheat sections of the country requesting a report on prevailing conditions. From these replies, which we have perused, it is evident that the crop has received no setback. Rain and snow have fallen in abundance in Manitoba and in some sections of the Territories, while other parts are in need of moisture. The weather has been reported cool from practically all sections. With warmer weather it would appear that the crop outlook is most promising. We give herewith a condensed report from the dispatches mentioned, received between the 8th and 10th of May:

MANITOBA.

Brandon, Man.—All wheat seeding finished. Early sown coming up well. Plants in healthy condition. Few fields injured by wind. Weather cool, but favorable.

Emerson, Man.—Wheat seeding in this district all completed. Light fall of snow on May 4th of great benefit. Conditions most favorable for bumper crop. The wet weather just what was needed.

Carberry, Man.—Seeding all finished. Heavy fall of rain on the 6th resulted in great benefit to the crops. Warm weather and no frosts are the essentials to large yield.

Virden, Man.—The heavy rain that fell for several hours on the 6th most beneficial. Wheat all sown and only a small amount of barley and oats still to be seeded.

Morden, Man.—Seeding all finished. Weather cold and wet. No damage to crop. Farmers delighted with existing conditions.

Newdale, Man.—Seeding not yet completed. No damage to seed by wind. Warmer weather and rain needed.

Birtle, Man.—Frost a short time ago. No damage reported. Growth of wheat slow on account of backward weather.

Carman, Man.—All wheat has been seeded. Weather cool. No damage reported.

Crystal City, Man.—There has been no damage to the crop and the wheat is sprouting nicely. Cold northerly winds with slight snow flurries prevalent during the early part of the month.

Minnedosa, Man.—The wheat is above the ground and coming along in excellent shape. There is no damage of any kind.

THE TERRITORIES.

Indian Head, N.W.T.—Considerable frost during the early part of May. No injury resulted to crops. Seeding completed.

Medicine Hat, N.W.T.—Crops in this district further advanced now than in any spring for the past seven years. Wheat is up to six inches and looks promising. Farmers are expecting this year's crop to be a record one.

Moose Jaw, N.W.T.—Crops in good condition. Have had some rain. Need more. No rust in this district.

Yorkton, N.W.T.—Crops are in need of moisture. Considerable frost. As there has been no growing weather no damage has resulted.

Fleming, N.W.T.—Slight rainfalls have resulted in much benefit to the crop. Warmer weather is wanted. So far no damage has resulted to the crop.

Estevan, N.W.T.—Warmer weather and moisture needed in order to insure good crops. The weather was frosty during the early part of the month.

Edmonton, N.W.T.—Seeding completed. Wheat from three to five inches above the ground. No damage is reported to crop. Moisture will soon be required.

Arcola, N.W.T.—Crop conditions are favorable. No damage is reported.

Moosomin, N.W.T.—Wheat is just appearing above the ground. There is no damage to the crop, and everything will prosper providing the weather becomes warmer.

Canada's Parcel Post.

Canada knows she has a parcel post because she has the deficit that goes with it.

Although a country which has only begun to develop, Canada has many things not possessed by governments which have many times her population to deal with.

A parcel post is one of these. Her merchants are complaining that it is breeding mail-order houses so rapidly as to interfere with the growth of the small communities which Canada needs so much in her development plans.

The evidence that the parcel post is not what Canada wants seems to be accumulating so fast that Canadian merchants are being assisted in their campaign against it by business men in other lines.

With the big postal deficit, the Canadian merchant complains that he must not only deal with the condition that breeds mail-order competition, but he must actually go down into his pocket and pay his share of taxes which are the direct result of this deficit.

It would seem that the Canadian merchant has just grounds for a protest.

Putting the government into the freight business sounds well. But when you come to consider the effect of such an action on the country as a whole and the poor financial results from a postal department standpoint you have another guess coming.

Notwithstanding the boasts of the big mail-order men who are endeavoring to push the United States government into the freight carrying business, it is very doubtful whether this country will see this step taken for many, many years to come.—Hardware Trade.

The William Grey Carriage Co., of Chatham, Ont., will increase their capital stock from $150,000 to $500,000. It is understood that they will make considerable additions and improvements to their already large and up-to-date factory.

FIRE! FIRE!

Protect Your Property and Your Town

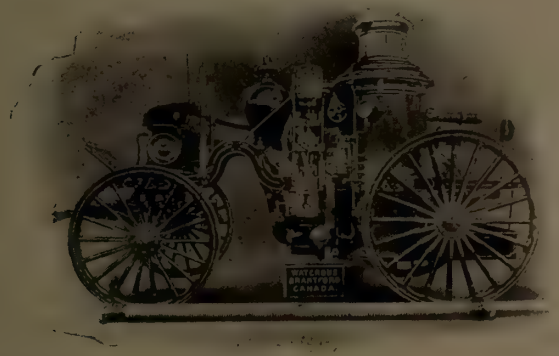
Will throw a stream of water in 3 minutes

ALWAYS READY

NEVER FAILS

WATEROUS

Gasoline Fire Engine



Waterous Steam Fire Engine for Cities and large Towns.

Waterous Gasoline Fire Engine throwing 7/8 inch stream at Lacombe, Alta.

Strathcona Fire Department with Waterous Gasoline Fire Engine.

Waterous Gasoline Fire Engine at work at Dauphin, Man.

Waterous Engine Works Co. Limited

WINNIPEG, MANITOBA

An Enterprising Company

On the main lines of the Illinois Central and the Big Four railways, fifty-four miles south-east of Chicago, stands the delightful little town of Bradley, the home of the David Bradley Mfg. Co., celebrated throughout the entire agricultural world for their manufacture of high grade farm implements and machinery.

Stepping from the train the visitor is immediately struck with the neat appearance of the place. Facing the station one views the modern plant of the company. Intervening between the station and the offices of the firm is a delightful little park, in the centre of which is a pretty artificial lake, from which the tanks of the company are supplied. Beautiful walks abound. These and the lawns show the interest that is taken in their appearance. Here the visitor from the north comes in contact with the first of spring's blossoms, and the lawns of the park are adorned with many beautiful plots of flowers and shrubs.

Factory of the David Bradley Manufacturing Co., Bradley, Ill.

Forgetting the surroundings and considering the benefits of location to the company the visitor is forced to admit that it is admirably suited to their needs and requirements. They are right in the heart of one of the most thickly populated mixed farming communities on this continent, and are thereby kept closely in touch with the requirements and wants of the agricultural classes. They have excellent transportation facilities. Four great railroad systems pass their plant that operate lines to their yards and factories. Their water supply is excellent and they are always able to secure any amount of extra help desired, points of advantage in a large manufacturing concern that cannot afford to be overlooked. Then again they are close to Chicago, the second largest city on the continent, and of probably more importance, from the standpoint of the average agriculturist, than any other.

This company was founded by the late David Bradley, who, until his death in 1889, remained its president. Mr. Bradley was one of the pioneers of the middle West, moving from Syracuse, N.Y., to Chicago in 1835, where he assisted in the erection of the first foundry built there and was the first man to import pig iron into that city. A few years later he commenced the manufacture of the "Garden City Clipper" plow, an implement that to-day has a world-wide reputation. The demand for this plow increased at such a rate that Mr. Bradley decided it was advisable to form a company for its manufacture, and the present concern is the result. Immediately after formation, this company procured such machinery as was then available and erected a plant in Chicago. From time to time additions and improvements were made on this factory until a few years ago no more adjoining property could be secured for building purposes, and the company decided to leave Chicago and seek a suitable location elsewhere. They chose their present site, which was situated in a town then known as North Kankakee. Here they erected large factories, and shortly afterwards the citizens of North Kankakee honored the founder of the Bradley Mfg. Co. by re-naming the town after him.

M. J. MILLER,
Canadian Representative, David Bradley Mfg. Co.

Since locating in Bradley this concern has made wonderful progress. To-day their factories cover over ten acres and they have twenty-six acres adjoining, awaiting further expansion. From the manufacture of the "Garden City Clipper" plow this concern has gone on until it manufactures many styles of "Garden City Clipper" plows, as well as Bradley gang and sulky plows, "X Ray" and "XX Ray" sulky plows, railroad plows, planters, disc and lever harrows, sulky hay rakes, cultivators, corn cutters and grain grinders, drills, seeders, horse and engine hay presses, and many other lines for the use of the modern agriculturists. They have six branch houses throughout the United States, besides many agencies and transfer houses both in that country and in this. They employ many hundreds of men, and keep a staff of inventors, draughtsmen, pattern-makers and other experts continually at work in their experimental department, a department devoted to the improving of their various lines.

This company is represented in Western Canada by Mr. M. J. Miller, whose portrait we re-produce in connection with this article, who has his headquarters in the new McRae Building at the corner of King and James streets, and of whom we made special mention in our January issue.

Are Consolidated.

On the 15th of May, The Canadian Fairbanks Company, Ltd., were appointed sole selling agents for the complete line of goods manufactured by Fairbanks, Morse & Company and handled by them heretofore in the city of Winnipeg. The Canadian Fairbanks Company have inaugurated a railway supply department and a gasoline engine department, where lines of this manufacture are under the care and guidance of Mr. F. H. Crane, who is very well known to the purchasing public at large in Manitoba and the Territories.

The stock being carried is large and varied, and consists of gasoline engines made by this company, windmills, railway supplies, Barrett jacks, and the usual lines that go to make up one of the most complete assortments in the West. All inquiries to the new company will be carefully attended to, and information cheerfully furnished as heretofore. The Canadian Fairbanks Company are branching out very fast, and arrangements have been made where they are starting a factory in Toronto to manufacture a complete line of their standard scales, valves, gasoline engines, steam pumps, etc. The company is confident that with the increased line that it has to offer to the public, a very satisfactory trade will be done right from the start.

Mr. A. H. Shoemaker, who recently visited this city, and of whom we make mention in another item, is well known to the implement and thresher trade of both this country and the States. He was one of the original founders of The Thresherman's Review, of St. Joseph, Mich., and was for ten years intimately connected with that publication. Mr. Shoemaker, while a Yankee, is a strong believer in the great future that lies before Western Canada, and says that the years to come will see Winnipeg ranking as one of the greatest cities on the continent.

Better Fire Protection.

Mr. G. W. Erb, Manager of the Waterous Co., gave a satisfactory test of a gasoline fire engine at Virden, Man., on the 23rd inst., fulfilling the guarantee required by the council. Another test was given the following morning, the engine throwing a powerful stream over the highest elevator to the entire satisfaction of all those present. The purchase includes a No. 7 Waterous gasoline fire engine, 1,000 feet Keystone hose and a hose wagon. This additional equipment, with the double cylinder chemical and hook and ladder truck and the additional proposed tanks will put the town of Virden in the first rank of protected towns in the West. The old manual fire engine (Armstrong backbreaker) has been shipped to Broadview.

A concern, to be known as the Smith Stacker and Feeder Co., has been incorporated at Hamilton, Ont., with a capital of $40,000. They will engage in the manufacture of agricultural implements and will also carry on a general foundry business.

Personals.

Mr. S. H. Roe, blockman for the International Harvester Co., on the South Western Branch was in Winnipeg for a couple of days recently.

Mr. M. M. Groff, blockman for the International Harvester Co., at Glenboro, Man., was in the city on business a short time ago.

Mr. J. A. Turner, blockman for the International Harvester Co., with headquarters at Dauphin, Man., was in Winnipeg on business recently.

The implement firm of Reid & Irwin, at Deloraine, Man., have dissolved partnership. The business will in future be carried on by Mr. C. J. Reid.

Mitchell & McIlmoyle have recently started in the implement business at Glen Ewen, Assa. They have our best wishes for success.

During the past month Mr. John Leckie, proprietor of the Carberry Machine Works, Carberry, Man., visited the Cooper Gasoline Engine Co., of this city.

Mr. T. B. Mitchell, proprietor of the Virden Machine Works, Virden, Man., was in the city recently on a business trip in connection with the Cooper Gasoline Engine Co.

It is reported that Mr. R. Cockerton, of Dauphin, Man., intends to dispose of his business and return to his home in England. His father died there a short time ago.

Mr. Thos. Cull, of the Cockshutt Plow Co., has just returned to the city from a trip to Regina and intermediate points. He reports business as first rate.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., of this city, has just returned from a visit to his company's branches at Calgary and Regina. He reports the trade and general conditions in a most satisfactory state, due, in a great measure, to the recent snows and rains that have fallen throughout the country.

During the past month we had a very pleasant visit from Mr. J. E. Bevan, of Stonewall, Man., agent for the Massey-Harris Co., and who handles the Grey Carriage Co.'s goods. Mr. Bevan stated that he had an excellent spring trade in drills and buggies, and is anticipating a profitable season. He is much in favor of a dealers' organization and said that such an association must be thoroughly organized to be a success. These are our sentiments.

Do You Build ?

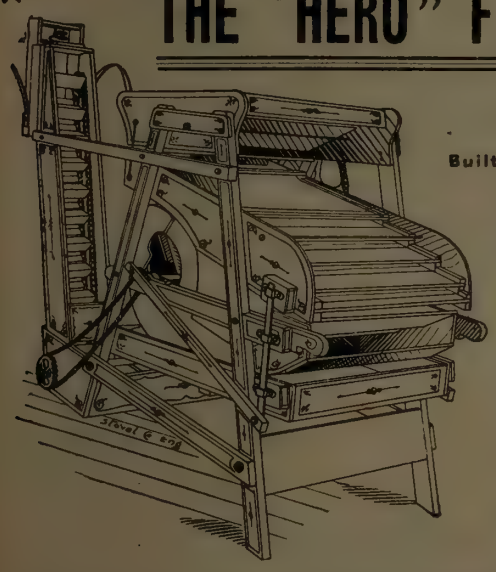
Waterloo Automatic Cement Block Machine

Best Grade PORTLAND CEMENT Always on Hand.

Builders' Equipment Co.

917-919 Union Bank Building
Winnipeg

THE "HERO" FANNING MILL



LATEST IMPROVED

Built In Winnipeg to Suit Manitoba and Territorial Grain

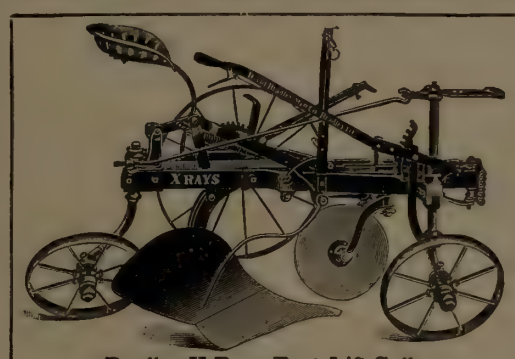
This mill takes the lead in thoroughness of work. It WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

MANUFACTURED BY

DOW WADGE IMPLEMENT CO.

WINNIPEG, MAN.



Bradley X Rays Foot-Lift Sulky

A boy of ten years can handle it. Write today

IT PAYS TO SELL THE

Bradley X Rays Foot-Lift Sulky

For it is a Plow that has been tried by the most exacting farmers and has given the best of satisfaction

It is a Frame Hitch Plow, High Lift, High Wheels, Wide Coulter Bearings. Patent Stop on Frame for beam to rest on, making the wheels carry all of the load, leaving no weight or friction on the bottoms. Perfect Foot-Lift—hands always free to handle team. Furnished with 1000-mile Magazine Hubs and our celebrated "Garden City Clipper" Bottom.

We make a full line of Farm Implements. The Bradley proposition is a paying one. Better call on us or write to our Canadian Representative in Winnipeg

DAVID BRADLEY MFG. CO., WINNIPEG MAN.

McRae Building, cor. King & James Sts.

M. J. MILLER
Canadian Representative

Head Office and Factory
BRADLEY, ILL., U.S.A.

BRADLEY Power Press

Tr..ss with a wagon. Can be drawn by two horses on common roads. **Pat. Block Dropper** saves enough time in ten hours to bale 1½ to 3 tons more than other presses. **Low Feed Table.** Has full size baling chamber, but frame is short enough to load in box car.

Patent block Dropper. Patent Tension. Send for circular. Made by
DAVID BRADLEY MFG. CO.,
123 JAMES ST.,
WINNIPEG - MAN.

M. J. MILLER, Canadian Representative.

Personals.

Wm. Johnston & Co., of this city, report a greatly increased demand for the P. & O. engine gang plows.

Mr. L. J. Ostrander, general traveller for William Johnston & Co., of this city, was in town for a few days recently previous to making his regular trip over the Alberta territory.

W. H. Tyson, traveller for the H. F. Anderson Co., has just returned from a trip on the C.N.R. as far West as Kamsack. He reports business as a little quiet in that section, with good prospects for future business. He also says that the recent rains have been of much benefit.

Mr. Archie Watson, manager of the John Watson Mfg. Co., has just returned to his headquarters here from a trip to Regina and intermediate points. He reports business as improving along all lines and that sales of the Grand Detour Wagon have been very satisfactory.

Mr. I. C. Nelson, of the Stewart Nelson Co., is on a trip through Eastern Assiniboia. He reports business as being very satisfactory with bright prospects for largely increased sales as the season advances.

Mr. W. S. Shoop, general traveler for the Fuller & Johnstone Co., of Madison, Wis., was in the city recently, visiting the Stewart Nelson Co., who have the Canadian agency for "the Frost Proof Twins," the gasoline engines manufactured by Fuller & Johnstone.

Mr. J. A. Latimer, general agent for the Cockshutt Plow Co. at Calgary, recently moved into the new offices and warerooms of the company at that point.

Mr. A. H. Shoemaker, who is representing the Parsons Band Cutter and Self Feeder Co., of Newton, Iowa, in the interests of the Ruth Self Feeder, now owned by the above named company, spent the past two weeks in Winnipeg visiting the Canadian thresher trade. Mr. Shoemaker left this city a few days ago for London, Ont., at which point the Parsons Co. will have their Eastern Canada headquarters for the coming season.

Mr. William Galloway, of Waterloo, Ia., celebrated by his manufacture of the "harrow cart," was in Winnipeg for a couple of days recently. This gentleman states that his output of harrow carts for the present season will exceed seven thousand, and that he anticipates placing twenty thousand in 1906, which will double the present output of his factory. Mr. Galloway is very favorably impressed with the Canadian West.

Mr. F. L. Maytag, secretary and treasurer of the Parsons Band Cutter and Self Feeder Co., with headquarters at Newton, Ia., was in the city a short time ago in connection with placing the Ruth Self Feeder on the market in this country. It is two years since Mr. Maytag last visited Winnipeg. He states that the city has shown remarkable growth and improvement since then. He has great confidence in our glorious West as is evidenced by the fact that he has invested in several thousand acres of land in this province.

Mr. J. E. Ruby, manager of the Frost & Wood Co., has just returned to the city from a trip to Regina and Prince Albert. Mr. Ruby reports the general agricultural conditions throughout the country as being first class, the grain showing up nicely along the entire route, the recent rain-fall having done an immense amount of good. He stated that the crop prospects had caused a marked improvement in the implement business.

Mr. Thomas Wadge, of the Dow-Wadge Implement Co., recently left for a trip through the South and Western States. He will visit, among other places, Spokane, Wash., and it is likely that he will take in the Lewis and Clarke Exposition at Portland, Ore., ere he returns. He will be away a month.

We have just received from the Sawyer-Massey Co., of Hamilton, Ont., one of their 1905 hangers. This is a beautiful lithograph representing their first factory in 1836 that occupied the site upon which the Royal Hotel of Hamilton now stands. This picture has been carefully prepared from descriptions and data furnished by many early residents and gives a very realistic idea of the appearance of the main street in one of Canada's most progressive cities, at that date. We beg to thank the Company for remembering us and congratulate them on getting out such a handsome hanger.

We recently received a catalogue representing the "Stickney Line" of gasoline engines from the Ontario Wind Engine and Pump Co., Canadian agents for the Charles A. Stickney Co., of St. Paul, Minn., manufacturers of this line. This is a most readable pamphlet and is full of information concerning the engines above mentioned. It contains a large number of excellent cuts showing the various styles of horizontal and portable engines made by the company. This type of engine is well known throughout the West and each day sees an increasing demand for it. The Ontario Wind Engine and Pump Co. will be pleased to mail a copy of this catalogue to any applicant. When writing kindly mention Canadian Farm Implements.

A little bit late perhaps, but nevertheless highly appreciated, we beg to thank the Cockshutt Plow Co., of Brantford, Ont., for a copy of their handsome calendar for 1905. This is one of the finest examples of the lithographers' art that has come into our office. It is a bust portrait of "Thayendanega" (Capt. Joseph Brant), the famous Indian chief after whom the city of Brantford is named. Lithographed on imitation birch-bark paper, surrounded with arrow points, the head of the noble red man is thrown into bold relief. The coloring is both effective and beautiful, and the company and their lithographers are to be congratulated.

It is the intention of the Canadian Rubber Co., of Montreal, to considerably increase their present plant. The Directors of this concern at their last meeting allotted $250,000 for the erection of new factories and for the improvement of the old ones. When it is taken into consideration that this Company spent over $240,000 along similar lines in 1904 the rapid progress it is making will be clearly demonstrated.

ANY FISH CAN FLOAT DOWN STREAM;
IT TAKES A LIVE ONE TO SWIM UP.

We are alive, and our invitation to you is

Get in the Swim

WITH

Our Army of Satisfied Customers

who sell

Gilt Edge = 650 ft.
Gold Leaf = 600 ft.
Silver Leaf = 550 ft.
Maple Leaf = 500 ft.

Best in Quality.
Product of Canadian Industry
Leading in Popularity

Orders and Enquiries receive prompt attention

BINDER TWINE.

Trade Mark, Registered

The Brantford Cordage Co., Ltd.
BRANTFORD, ONTARIO

CARBERRY STACKER CO.

Manufactuters of the **Celebrated Improved Jones' Wind Stacker,** which is acknowledged to be the leading wind stacker used in Western Canada. Write for Catalogue, Testimonials and contract. We also operate an up-to-date **Machine Shop** for the repair of **Engines and Separators.**

CARBERRY STACKER CO.

CARBERRY, - - Box 145 - - MANITOBA

Ruth Self Feeder.

By the recent purchase of the good will, patents and business of the Ruth Self Feeder Mfg. Co., of Halstead, Kansas, the Parsons Band Cutter and Self Feeder Co. have come into possession of another valuable addition to the already large and popular "Success" line made at Newton, Iowa.

The almost phenomenal growth in demand for the "Ruth" self feeder is known to most who have to do with such machinery in the States, and the demand for this very popular machine in Canada has led to the decision to have it more actively represented in the Northwest, and with that object in view the Parsons Band Cutter and Self Feeder Co. has decided to establish an agency for this season in Winnipeg, which will look after the interests of "Ruth" feeders, as well as such other products of the "Success" line as are not already represented in the Canadian Northwest.

The policy of having a strong representation among implement dealers and which has greatly contributed to the steady growth of the Parsons Company in the States, will no doubt be pursued here, and the success of the "Ruth" self feeder commends it to the notice of dealers.

The "Ruth" feeder will be represented for this territory by the Parsons Hawkeye Mfg. Co., sales agent, Mr. C. D. Kimble, with general offices at 140 Princess St., Winnipeg.

Threshers Supply Catalogue.

We take pleasure in saying to the trade that we have just received from the Threshers' Supply Co., of 120 Lombard Street, a copy of their catalogue "C" for 1905. This is full of good things for those interested in their particular line of goods, and, in a great measure, to the trade generally. In it the company claim that they have "everything for the thresher and some other things too." Taking the catalogue as an indication, we are fully prepared to agree with them in this regard. It contains nearly one hundred pages and is amply illustrated throughout with cuts of the various tools and parts handled by the company, which include beltings, couplers, pumps, jacks, injectors, lubricators, governors, oilers, wrenches, pipe clamps, flue cleaners, oil cups, belt guides, vises, and many other articles essential to the thresherman. This concern will be pleased to mail one of these lists to any applicant. Kindly mention Canadian Farm Implements when writing.

G. T. R. Improve Service.

The Grand Trunk Railway Co. have made a change in the leaving time of Train No. 6 from Chicago, which should be of great interest to travellers from Manitoba and the Territories to the East. This train will now leave Chicago at 10.30 p.m., arriving at London, 11.20 a.m.; Hamilton, 1.30 p.m.; Toronto, 2.45 p.m.; Suspension Bridge, 3.05 p.m.; Niagara Falls, 3.22 p.m., and Buffalo at 4.15 p.m. the following day. Under this schedule this train will make considerably faster time, as well as better connections.

The change of time will allow passengers leaving Winnipeg on any of the afternoon or evening trains of one day, to connect with the trains between the Twin Cities and Chicago the following morning, in time to connect with Train No. 6 that evening. Heretofore this train left previous to the arrival of the trains from Minneapolis and St. Paul, which resulted in a considerable loss of time to passengers via the Grand Trunk.

The equipment of this train will be first-class in every respect, being solid vestibule, consisting of chair and dining coaches, through sleeping cars between Chicago and Toronto, Buffalo and Montreal, and everything else that goes to make up a high class train.

For particulars, time schedules, folders, etc., apply to David Brown, Jr., T. P. A., St. Paul, Minn., or Geo, Vaux, Assistant General Passenger Agent, Chicago, Ill.

Sale of Cream Separators.

Now that the sale of cream separators is becoming so general, the trade is interested to know which of the several makes now on the market meets most satisfactorily the demand of the dairymen and farmers.

The cream separator business is comparatively new, yet in the last few years the sale of these machines has increased faster than in any other branch of the implement business. It will pay almost every dealer to handle some standard line.

At the bottom of page 7 is an advertisement bearing on this subject. It will interest you—read it.

Moline Wagon
MOLINE WAGON CO
LIGHT RUNNING AND DURABLE
MOLINE
MOLINE, ILL.
A Fair Exchange
A Transaction of Equality
That is what every sale of the MOLINE WAGON represents, or else it would not have achieved the position as the leading farm wagon of Canada.
The Fairchild Co., Ltd., Winnipeg
General Agents for Canada

Claim Official Dishonesty.

The International Harvester Company of America has entered action in the courts of Illinois against Rodney B. Swift for the recovery of $25,000 which they allege he defrauded them of in a recent patent deal. Until his discharge, a few days ago, Swift occupied the responsible position of manager of the experimental department of the company. Previous to the amalgamation of the large harvesting machine concerns he held many important positions of trust in the service of the McCormick Harvesting Machine Co. The case on which the International Co. base their action is one in which Swift, it is said, purchased a patent, through an accomplice, for $50,000 and sold it to the company for $75,000, and it is for the recovery of the $25,000 difference that the company have started suit.

The McCormick Harvesting Machine Co. has also entered action against Swift for the recovery of $60,000 worth of International Harvester Co. stock that they presented to him as a reward for "long and faithful services" at the time the amalgamation took place. They, it is understood, base their case on the assumption that Swift was carrying on schemes for defrauding the company at the time the gift was made to him.

The International Harvester Co. has notified its agents that Swift has been discharged from the employ of the company and that he no longer has any authority to represent them.

Binder Twine Prices.

Since our last issue there has been practically no change to note in the binder twine market. It is true that the market has fluctuated slightly, but not enough to cause any uneasiness or a change in past quotations. Owing to the recent slight decline in sisal fibre quotations the market has shown a tendency to lower figures, but the fact that manufacturers have practically completed the making of twine for this season's harvest has a steadying effect on the general tone of the market. It is doubtful, even were sisal to be had in large quantities at the present reduction in price, if manufacturers would make any special effort to get rid of present stock with a view to loading up for next season. The present outlook is dubious, for it is useless to deny the fact that a decrease in the price of raw material often has the effect of causing manufacturers to put forth special efforts to get rid of stock rather than hold over until next season. Prospects are, however, that there will be no decline in the immediate future from the following figures:—Sisal and Standard, 500 ft. to the lb., 9½ to 9¾c.; Standard Manilla, 550 ft. to the lb., 10½ to 10¾c.; Manilla, 600 ft. to the lb., 11¾ to 12¼c.; and Pure Manilla, 650 ft. to the lb., 13 to 13½c. Ten thousand pound lots, one-eighth of a cent less. Car lots, one-quarter of a cent less. Usual terms of payment.

The above quotations are f.o.b. Chicago. In order to arrive at Western Canadian figures 65 cents per 100 lbs. should be added f.o.b. Winnipeg. If, however, cars are to be broken at Winnipeg, an additional 10 cents per hundred lbs. should be added for transfer charges.

C. N. R. Steamship Express.

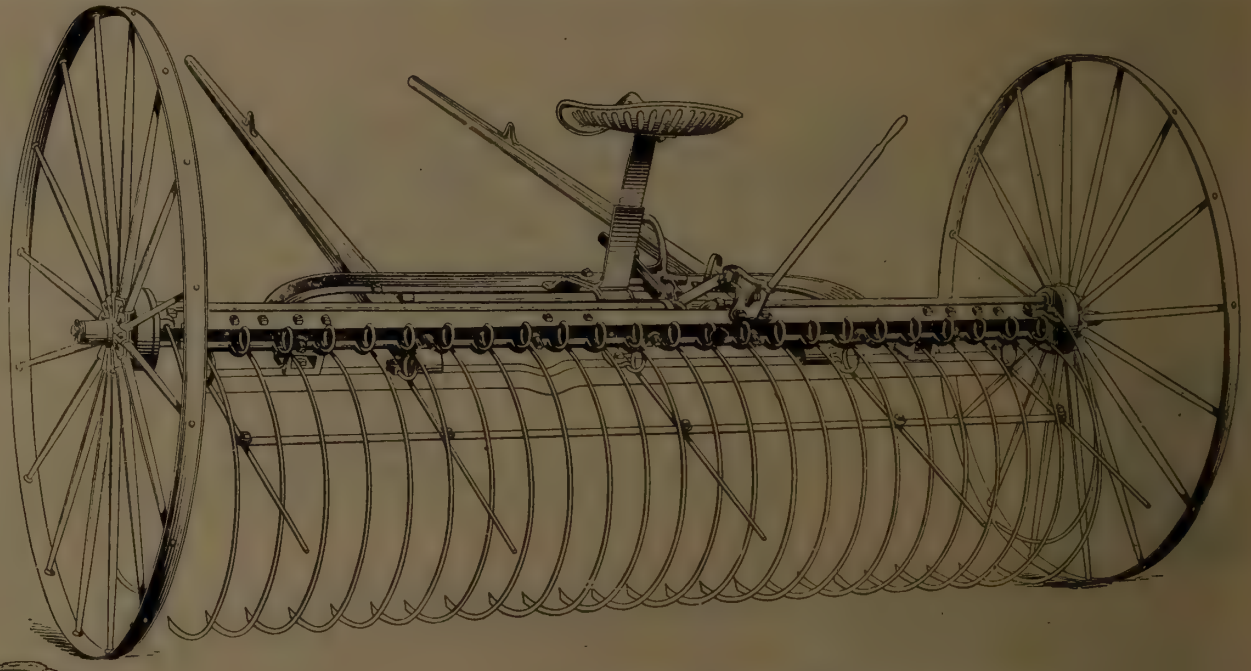
The Canadian Northern railway steamship express service will be resumed on June 4. The eastbound train will leave Winnipeg at 4 p.m. and will arrive at Port Arthur at 8.30 the following morning. Westbound the train will leave Port Arthur at 6.50 p.m. and will reach Winnipeg the following morning at 11.30. Dining cars will be run on all trains, both east and westbound. The daily train service between Winnipeg and Port Arthur will hereafter be permanent.

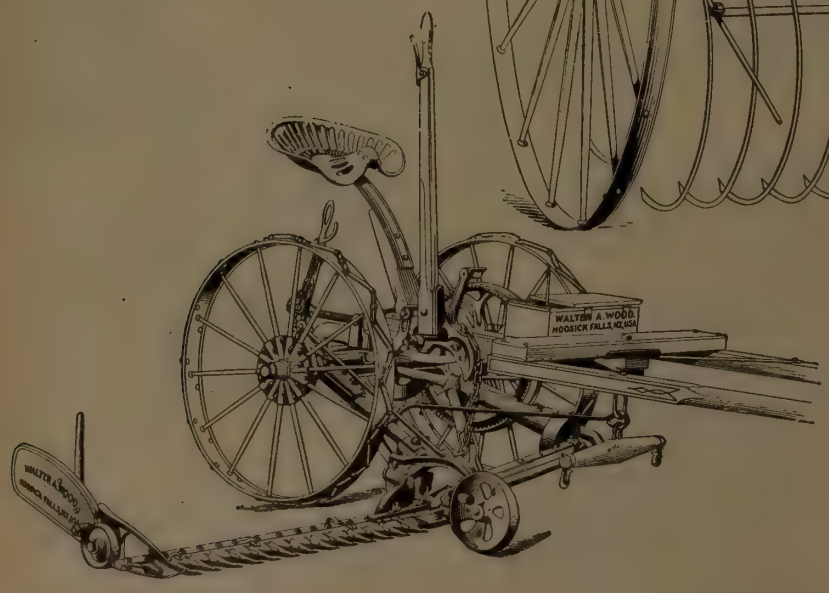
Do You Want Space?

Arrangements for the forthcoming Winnipeg Exhibition, to be held July 20th to 28th, are proceeding apace, and already the offices are beginning to take on a busy appearance.

It is the intention of the Exhibit committee this year to allot space at the earliest possible date, and Canadian Farm Implements has been asked to call the attention of the implement, machine men and manufacturers to this fact in order that their applications may be sent in without delay and satisfactory allotments made.

PLACE YOUR ORDERS NOW!





New Century Line
of
Hay-Making Machinery

Manufactured by
THE WALTER WOOD CO.
HOOSICK FALLS, N.Y.

Sold by **The Balfour Implement Co.**

913 Union Bank Building WINNIPEG, MANITOBA

The Chicago Strike.

The present teamsters' union strike in Chicago promises to create a revulsion of feeling among the thinking people of the country regarding labor unions, and, in our mind, it is time that some such change was taking place if commerce is to be hindered and people injured at the rate prevailing throughout the Chicago trouble.

Hitherto trade unions have had the approval and commendation of the majority of the people. This was, and is, essential to their success. In the case of the labor union, as well as in everything else, nothing is worth anything that does not bear the stamp of public approval.

During the past few years the confidence of the people has been, more or less, shaken by the large number of strikes that have taken place. Many of these strikes have been carried out for the most trivial reasons. In the present instance the trouble started when the union teamsters' refused to deliver goods to Montgomery, Ward & Co., a firm declared boycotted by the union, for running a "sweat shop." This is a large mail order house doing a tremendous "catalogue" business. To our way of thinking we would have very few regrets for the concern in question were it not for the fact that hundreds of other firms carrying on their businesses in the most legitimate manner are being punished equally with the original offenders.

The struggle has developed into a contest as to the supremacy of the union. The strikers are determined, at any cost, to demonstrate their ability to make the employers feel their power. The results so far show many riots and much bloodshed. The effect on Chicago and throughout the whole country has been most distressing. One of the worst features of the whole business is that many persons are injured who are, in no wise, connected with either party.

It is estimated that the strike cost the interests affected nearly $2,500,000, for the first week, in shrinkage in business, extraordinary expenses and losses, and that over 350 persons were seriously injured and five killed.

We are fully convinced that if this sort of thing is to be the main result of the formation of labor organizations the union has outlived any usefulness it might ever have had. Such actions are bound, sooner or later, to cause the general public to lose sympathy with, and confidence in, the labor union.

We also feel that the majority of union men are not in sympathy with such drastic measures as has been followed by the Chicago teamsters. In our mind one of the greatest defect of the labor unions is that they have not the right type of men as leaders. Many so-called leaders are practically nothing more or less than grafters in the game for all the benefits they can get for themselves without thought of the members. There are other leaders of the sound, solid, tactful type, and the unions headed by such men have made great progress and have resulted in much benefit to the workman.

Unless some decisive action is taken among unions and a stop put to the strikes that are forever cropping up throughout the country, based on the most trivial claims in many cases, we see a speedy end for the trade union, because the general public will, despite the fact that they are slow to action, eventually become aroused and turn down the members of unions and publicly condemn such organizations. In many cases something is already being done along this line.

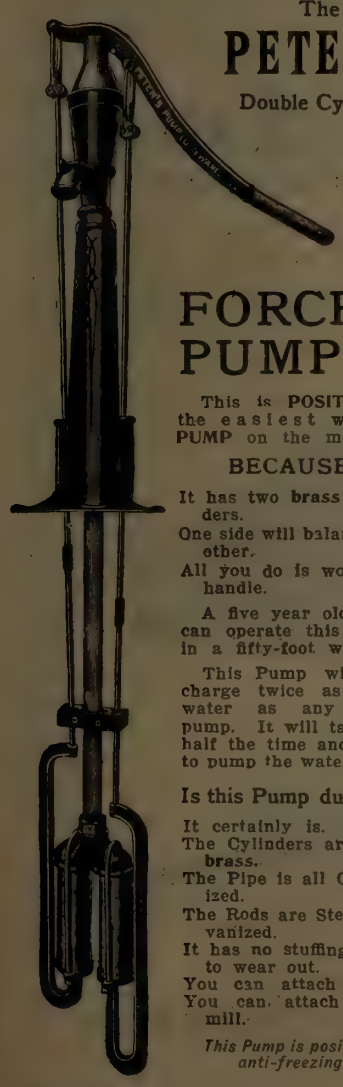
Airmotors for France.

The home office of the Ontario Wind Engine & Pump Co., of this city, has just received a rush order for two Canadian airmotor outfits to go to Paris, France. In speaking of previous shipments, the company's agent in that country states as follows:—

"Have just finished erection of the 12 foot airmotor sent me last fall. This outfit is a remarkable one. It is on the shore of the Mediterranean Sea, at Monte Carlo. It pumps water from a river and elevates it 180 feet to a distance of 1,275 feet. The result is magnificent and it is a complete success." The two present outfits go to Marseilles.

R. J. McFarlane & Co., implement dealers at Arcola, Assa., have decided to expand their business. They will open up a branch store at Forget, Assa. We wish you luck, gentlemen.

Mr. W. M. Stewart has commenced in the implement and lumber business at McAuley, Assa. We wish him success and hope he won't overlook sending in his subscription. Do it now.



The PETER'S Double Cylinder

FORCE PUMP

This is POSITIVELY the easiest working PUMP on the market.

BECAUSE

It has two brass cylinders.
One side will balance the other.
All you do is work the handle.

A five year old child can operate this Pump in a fifty-foot well.

This Pump will discharge twice as much water as any other pump. It will take but half the time and labor to pump the water.

Is this Pump durable?

It certainly is.
The Cylinders are solid brass.
The Pipe is all Galvanized.
The Rods are Steel Galvanized.
It has no stuffing boxes to wear out.
You can attach hose.
You can attach windmill.

This Pump is positively anti-freezing.

W. Johnston & Co., Ltd.
776 MAIN STREET, WINNIPEG, MAN.

Beatty Bros. UNLOADERS

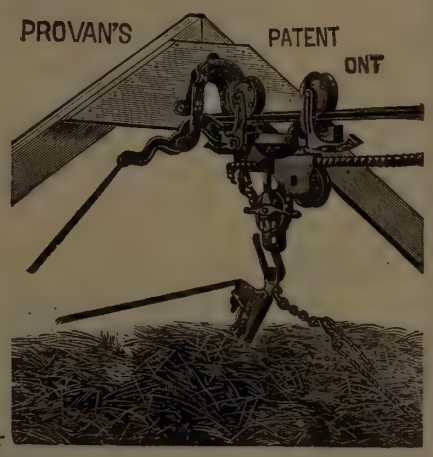
Including the well-known ***Provan Line*** of ***Hay Tools.*** Do not be ***mislead.*** We alone can furnish the original Provan goods, as we purchased both the ***patent rights*** and the ***original patterns.*** Beware of handling imitations, as we will protect our patents. Mr. J. W. Provan has assigned to us the sole right to use his name in connection with Hay Carriers and Litter Carriers.

We build a complete line of

WOOD, ROD and STEEL TRACK UNLOADERS

Our outfits have features of unusual merit Let us tell you about them. Address—

Beatty Bros.
FERGUS, ONT.



DOUBLE CAM STEEL **BRADLEY HAY PRESS**

One Horse can operate it Very Easy for two. Simplest PRESS Made.

SEND for Circular.

LIFTING JACK goes with each Press.

ALSO MAKE POWER PRESSES.

LOW BRIDGE.

Has an Automatic Plunger Draw.

Powerful.—Puts full weight into ordinary car. Tracks with a wagon; can be drawn by 2 horses on common roads.

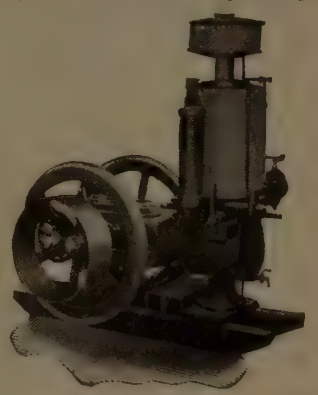
DAVID BRADLEY MFG. CO.
125 JAMES STREET, WINNIPEG, MAN.

M. J. MILLER, Canadian Representative.

The Canadian Airmotor

THE BEST—NUFF SED

Pumps We have just got out a special line for our Western trade. If you want something extra good in a pump, send for our new Pump Catalogue.



Stickney Gasoline Engines All sizes. Nothing better made. Send for our new Engine Catalogue—it tells all about them.

Horse-powers The B. Bell & Son line of Horse and Tread Powers

Feed Cutters, Land Rollers, Toronto Grain Grinders, Steel Saw Frames and Saws, Tanks in Wood and Steel.

ONTARIO WIND ENGINE AND PUMP CO., Limited.
WINNIPEG

A Neat Pamphlet.

We have just received from the Manitoba Department of Agriculture a programme listing the meetings to be held under the auspices of the various local agricultural societies and farmers' institutes throughout the province between May 29th and June 15th. We understand that the Department has sent copies of this pamphlet to the various secretaries and the local newspapers and that they will be widely distributed through the different agricultural communities. The pamphlet is an exceedingly well executed piece of workmanship, being beautifully printed on an excellent quality of paper. Nor is the information contained in it a whit behind the workmanship. It is comprehensive, concise and systematic, giving a list of the meetings, which have been arranged in circuits, with the names of the speakers, the time and date of each meeting. It also contains a short biography of each speaker, illustrated with half-tones of the different gentlemen. We heartily congratulate the Department on this little work, and trust that the energy displayed by the Department will have the effect of awakening many of the societies from the lethargic condition into which they have fallen during the past few years.

Advertising Sense.

Good illustrations are always effective.

Put yourself in the place of your customer.

Originality is the spice and life of advertising.

Say little in your ads, but say that little well.

Do not claim too much in your ad—stick to facts.

Generally speaking, large space pays better than small.

The best ads are those that have been boiled down several times.

The McKie Buggy Co., of Plattsville, Ont., has decided to erect a factory at Hamilton, Ont., at a cost of about $10,000.

A new concern for the manufacture of motors, engines, tools, machinery, etc., has been incorporated at Brockville, Ont., with a capital of $40,000. This concern will be known as the St. Lawrence Engine Co.

What a Difference.

"No man knows the value of discounts more than the merchant who has not the money to take advantage of them."

Those words were spoken by one of the Northwest's most enterprising retailers this week.

This man has been working hard to get a start in the world. He began business with little money. All of the time he is busy figuring on how to meet his bills as they fall due.

Not a question of discounts, but a question of being there with the money when the money is due.

You know how it is. Sometimes on hand, again asking for extensions. Then notes and interest.

When will he be able to discount? That is the golden age so far ahead, to him.

What a big difference between paying interest and taking your discounts. He knows it. He has figured it up many a time. He swears that if he ever reaches the discount realm nothing will ever dislodge him.

Other merchants have said that and then as soon as they arrived at Discountville they proceeded to get into the mire again through overbuying.

Are you one of them?—Hardware Trade.

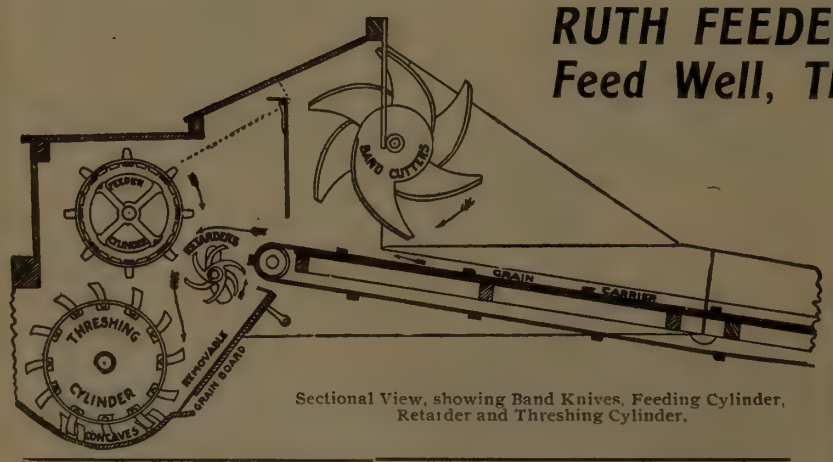
The implement and harness business of Anderson & Auld, at Abernethy, Assa., has undergone a change. Partnership has been dissolved and the business will in future be carried on by Mr. Anderson.

On the first day of January, 1912, the British Government will take over all the private telephone lines operating throughout the United Kingdom, making it a branch of the postal service. The Government already has a private telephone service of its own.

A delegation representing the woollen interests of the Dominion waited on the Government a short time ago and requested a re-adjustment of the tariff with a view to giving more protection to the Canadian industry. The delegation was met by the Minister of Customs and the Minister of Finance. After hearing many reports on the case the Government promised to give the matter consideration.

The Ruth Self Feeder

RUTH FEEDERS Run Well, They Wear Well, They Feed Well, They Sell Well, and They STAY SOLD



Sectional View, showing Band Knives, Feeding Cylinder, Retarder and Threshing Cylinder.

Feeder attached to Thresher, showing carrier and Dividing Board folded, and manner of Belting.

RUTH FEEDERS run quietly, and do not shake the Separator. They have no complicated attachments, and need no truss rods nor braces.

. . . . WE WANT GOOD AGENTS.

Machines and Repairs in stock at Winnipeg.

PARSONS HAWKEYE MFG. CO., Sales Agents

140 Princess Street, Winnipeg, Man.

A Chance.

While the inventive business in connection with farm machinery and implements appears to be pretty well looked after, it would still seem from the following item, in a recent issue of the Scientific American, that there is yet room for improvement. The writer of this item says:—

"There are two things especially needed by the farmers of the wheat belt, of whom I am one. The first, and by far most important, is an automatic shocker attachment to our reaping machines; the second is a practical traction engine adapted to farm and road work in a country where the soil is loose and friable.

"As to the engine first: It should combine greater traction power than the average threshing engine, with minimum weight and water consumption. It should be very simple in construction, and built for hard, rough work. Possibly such an engine is on the market, but I have seen nearly all the standard makes, and they do not fill the bill from the standpoint of the farmer seeking an efficient farm and road motor.

"The automatic shocker is an urgent necessity. It is the one remaining thing needed to insure our harvests being gathered. 'Hobo' labor is costly and inefficient. The waste from poor shocking alone would annually amount on the average farm to the cost of such an appliance. It must, to be efficient, do the following things: (1) Hold, place, and discharge, standing and with heads well knit together, not less than seven or eight bundles. (2) Be absolutely under control of driver as to moment of discharge. (3) Not shell over-ripe grain. (4) Add not more than two-horse draft to the machine. (5) Be simple, strong, easily adjusted, and able to handle bundles made from lodged grain. (6) Be able to increase or decrease bundles in shock according to size, and general condition.

"In my opinion such a shocker can be better adjusted to the header than to the binder type of reaping machines. A shock-forming table behind a header would allow of a lateral discharge of the finished shock without materially increasing the width of the machine. That type of machine, 12-foot cut, could be handled by eight horses and one man and would have a cutting capacity of about thirty acres daily."

In our opinion there are traction engines being manufactured to-day that will satisfactorily perform the work to which the writer of the above item refers. The matter of an automatic shocker attachment, that will deliver the grain in standing shock, is yet to be perfected.

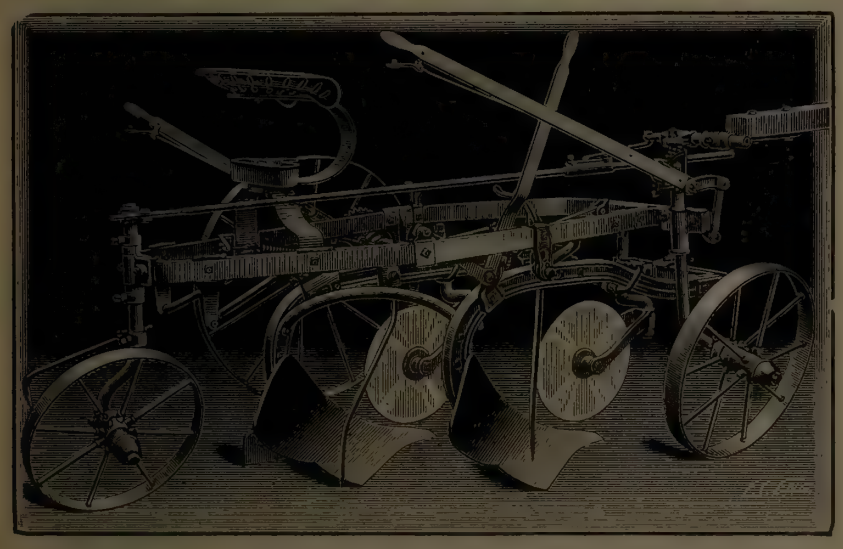
Machines Should "Stay Sold."

While going over an exchange recently we came across the following clause:—"It is of greater importance to the dealer than to the manufacturer that every machine he (the dealer) sells 'stays sold.'"

In order to carry the idea expressed further we would say that it is essential to the dealer's success to see that the machine or implement is in perfect adjustment for satisfactory work when it leaves his warehouse. Nothing is more exasperating to a buyer than to find that a new tool fails to do the work in the most satisfactory manner. It is of great importance to the dealer if he is able to demonstrate the efficiency of a machine in his own place of business without calling in the aid of an expert employed by the manufacturer.

The dealer who allows a farmer to return a machine that he, the farmer, condemns, is doing himself a bad turn. Many machines are brought back on the slightest pretext. Such cases become known among probable buyers with the result that the dealer's business is bound to suffer. Owing to the fact that the dealer has only a limited territory in which to work while the manufacturer can operate all over the country, it is most essential that the dealer sees that all claims made by farmers, regarding incapable or unfit machines, are just. The dealer that habitually allows machines to be returned simply because the purchaser claims that they are not what they ought to be, loses sales and gains for himself the reputation of selling unsatisfactory goods. When this sort of thing occurs it makes very little difference to the manufacturer. While his sales may be affected in the dealer's community it is not injured elsewhere, and he has a large field for expansion.

Farmers do not appreciate a machine that requires the services of an expert in order to perform satisfactory work. The dealer who can demonstrate his ability to locate and remedy anything that may be wrong with the machine, is the sort of man that indues the



THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,
WINNIPEG, - - MANITOBA.

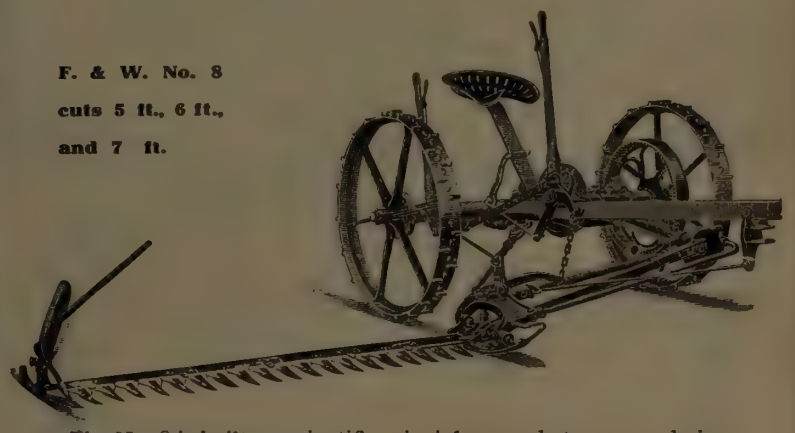
J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

FROST & WOOD

NEW No. 8 MOWER

Is the machine the farmers of the West have come to know and like so well. There's a very good reason for it too—ask them and they will tell you why.

F. & W. No. 8
cuts 5 ft., 6 ft.,
and 7 ft.



The No. 8 is built on scientific principles—made to wear and give satisfaction. No ground is too rough or too hilly for it to do good work.

INTERNAL GEAR WITH COGS ALWAYS IN MESH
ROLLER and BALL BEARINGS
SPRING FOOT LIFT. HANDSOME and DURABLE FINISH

It will pay you to see our line before placing your orders. Send for our illustrated catalogue describing our full line.

THE Frost & Wood Company LIMITED.

Head Office and Works:
SMITH'S FALLS, ONT.

WINNIPEG BRANDON REGINA CALGARY

farmer with confidence and causes him to consider that he has come to a man that knows his business.

Many complaints of inefficiency, of failure to "work" have no practical foundation. The most of these complaints are due to faulty adjustment that should be plain to the dealer who knows how to operate the machine he sells. Many implements are condemned simply because of loose screws, missing nuts, etc. When a dealer has to call in an expert to make repairs the buyer generally has misgivings regarding the future working of the machine, whereas when the buyer sees the dealer fix it up the matter loses its serious aspect. He is a wise dealer who knows how to put in perfect adjustment every machine or implement he sells.

Dangerous Experiments.

"Australia has made two unfortunate ventures in transplanting wild life from the British Isles. The first mistake was made in the introduction of the English rabbit, and it has entailed an economic loss of serious proportions. Fencing and other preventive measures have entailed heavy outlays which would otherwise have been unnecessary. The direct loss through the destruction of crops has been a continuous burden in many localities. Rewards have been offered for the destruction of the pests, and there has been as yet no prospect of permanent relief. A similar though as yet less serious mistake has been made in the introduction of the English sparrow into Canada and the United States. The climatic and other features of this country have produced a change in this bird's habits, and it threatens to become a serious menace to grain crops in some localities. In cities the sparrows are nothing worse than a nuisance, and an enemy of the song birds. These are by no means trifling charges, but in the suburbs and farming districts there is the more serious infliction of destructive inroads on grain.

"These striking illustrations of the uncertainty attending any interference with the balance of forces established by nature in the animal kingdom did not dissuade the Australians from another venture of a similar nature—the introduction of the English starling. This bird was a destroyer of insects at home, and it was hoped it would serve the same useful purpose in the island continent, where many trees were injured and killed by insect pests. But all the favorable expectations met disappointment. The birds multiplied at a rate impossible in the British climate. They met the exigencies of their new situation by turning from an insect to a vegetable diet, and have become pests far more destructive than the insects they were expected to destroy. They go about in large flocks, and completely destroy many promising crops of fruit. Their ravages in the orchards have caused many appeals to the Government for protective measures.

"In these experiences there may be a warning against interfering with the natural course of more important migrations. When there was no interference with the movement of population from Europe to America the best and most self-reliant among the people of the old country came to make homes in the new. The movement was advantageous to this country, and it left European nations to deal with the problems they were creating. When the plan of assisting emigration was adopted it made a complete change. Instead of the most self-reliant, the most dependent and impecunious were moved from Europe to America, and it is questionable if that can be ultimately beneficial to either country. It is a disturbance of the natural balance of forces, and in a measure corresponds to the introduction of untried species among the lower orders of creation. The Europeans so eagerly hurried into this country may become politically acclimatized, and they may not. Our neighbors have felt the necessity of stringent exclusion laws, and it may be well for us to consider the wisdom of profiting by their experience."

The above excellent article appeared in the editorial columns of the "Globe" recently. The subject dealt with in the concluding paragraph is a most important one to Canada, and particularly to Western Canada. It is to this country that practically all the said "dependent and impecunious" of Europe are brought. While it is true that this new West is in urgent need of men, we hold that men of an agricultural turn of mind are what are required for the utmost and best development of the country, and we cannot see the benefit to be derived from the wholesale importation of the riff-raff of Europe, and especially Southern Europe. In our opinion, the Government should follow the example of the United States and insist that immigrants come up to a certain standard before they are allowed entry into the country. The subject is a timely one and worthy of much thought.

Halifax Next.

Following the Dominion Exhibition at New Westminster, B.C., the Dominion Government has decided that the next exhibition shall be held in Halifax, N.S., in 1906. To this exhibition the Government will make the usual grant of $50,000. Already Halifax Exhibition is looked upon as one of the most progressive in Eastern Canada and the Commission in charge have decided to spare no efforts in making their Dominion Fair equal, if not superior, to any hitherto held in Canada. They have decided to raise a large fund in addition to that provided by the Government.

The North-Western Limited

THE NORTH-WESTERN LINE

LEAVES MINNEAPOLIS 8.00 P.M.

LEAVES ST. PAUL 8.35 P.M.

ARRIVING IN CHICAGO 8.55 A.M.

YOU WILL BE IMPRESSED WITH THE SUPERIOR APPOINTMENTS OF THIS FAMOUS ELECTRIC LIGHTED TRAIN.

GEO. A. LEE
GENERAL AGENT
WINNIPEG, MAN.
PHONE 2443. 513 UNION BANK BUILDING.

Card Index Systems

Method which Classifies Important Business Facts Presenting them in Detached Form for Inspection.

THE methods our Grandfathers used will not win business success to-day. This fact is more sharply emphasized each day the world grows older. Modern business competition demonstrates nothing more clearly than the necessity of complete classified information regarding matters of detail.

CATALOGUE AND PRICES SENT ON REQUEST.

Roll Top Desks, Standing Desks and Office Furniture Of All Kinds.

Office Specialty Mfg. Co., Ltd.
126 PRINCESS STREET, WINNIPEG.

The Coming "Catalogue House."

In the past the implement and vehicle dealers of Western Canada have had very little chance to come in contact with competition from what is termed the "catalogue house." This, of course, is principally due to the fact that there have been no large departmental stores in this western country devoting any attention to this business. Heretofore, the large stores of the West that handle various stocks have been willing to "live and let live," as far as the implement business was concerned.

This state of affairs cannot be expected to exist much longer, now that one of the largest mail-order houses in Canada intends to open up a magnificent store in this city in a short time. There is scarcely any doubt but this concern will make a strong bid for a share of the agricultural implement and vehicle business of this country, through the wholesale distribution of catalogues among the farmers.

In the United States the operation of the mail-order business has resulted in great losses to the implement dealers of that country. There the conditions are such that almost every implement dealer has felt the effects of competition with the "catalogue house." These concerns place their catalogues in the hands of every farmer, who on turning to the implement and vehicle section, finds prices quoted away below those of the local dealer. The result is that the farmer thinks the local dealer is making too great a profit and sends his order, accompanied by the cash, to the mail-order house. In return he gets an article, well finished, perhaps, but as a rule entirely wanting in qualities that go to make a lasting and satisfactory article. In this case the farmer has no means of redress. The "catalogue house" has his money and they delivered an article in return; such as they consider is worth the amount they received. When the farmer purchases from the dealer, he has the means in his own hands of securing redress if the machine or vehicle does not come up to the qualifications specified at the time of purchase. No dealer can afford, and stay in the business, to sell unsatisfactory goods.

Dealers in Western Canada should do everything to restrict the advance of the mail-order business. It is yet in its infancy here and we have the example set by catalogue houses to the south on which to build our inferences as to what size the "catalogue house" may grow, providing it once gets a firm foothold. It is a parasite on legitimate business. In building itself up, it tears down the established industries of a country. It takes the money out of the district and gives only a practically worthless article in return. Any dealer can meet the competition of the "catalogue house," providing the farmer or purchaser has sense and is open to conviction. Hitherto there has been little attention given to this matter by the implement dealers in this country. In view of the conditions cited above, it is time for a change. The strong associations formed across the border have been the means of restricting the business of the "catalogue house" to a considerable degree. It is essential that the dealers of this country work along the same line.

There are many rough places in business that you can help smooth.

Bounties.

For ten months ending April 30th, the sum of $941,007 was paid out in bounties on iron and steel; on lead, $407,165; on crude petroleum, $243,148, and on binder twine, $9,167. For the same period of 1904 the iron and steel bounties amounted to $679,322, so that the payments for this year show an increase of $271,685.

Times are good. If they are not as profitable as you would like them, remember they might be worse.

GASOLINE ENGINE SUPPLIES

We are the **only** firm in Western Canada devoting our whole time and attention to the Gasoline Engine business. We carry in stock **Dry Batteries, Wet Batteries, Spark Coils, Wire, Switches, Gas Engine Cylinder Oil, "Mobilene" Packing,** which is wire woven and does not have to be renewed every time you break a joint.

AUTOMATIC SPARKERS.

We have a full line of Sparkers on hand. They do away with the use of Batteries on small engines and save the life of them on large engines.

Cooper Gasoline Engine Co.
313 Donald Street, Winnipeg

DEERE ENGINE GANG IN ASSINIBOIA.

CANADIAN FARMERS AND CANADIAN DEALERS

Not only appreciate a good thing but they know a good thing as well. That is how it comes that several times as many JOHN DEERE PLOWS (the highest grade steel plows made in America, or anywhere else) are sold to Canadian farmers by Canadian dealers as of any other high-grade steel plows of any other manufacture. The duty cuts no figure when a man wants the best and is willing to pay for it.

Walking Plows, for all purposes; Riding Plows, single and in gangs, for Horse and steam power; Disc Plows, single and in gangs, for horse or steam power.

For Sale by the Best Dealers in Canada. Mauufactured by

DEERE & COMPANY, Moline, Ill., U.S.A.

THE FAIRCHILD CO., LTD., WINNIPEG, GENERAL AGENTS FOR WESTERN CANADA.

One Man's Views.

A. P. McMillan, of Conde, S.D., is a merchant who has had large experience in insurance matters, and he says he is heartily in favor of mutual insurance. He gives his reasons as follows:

"First—Because they save me money.

"Second—Because they are fair in adjusting the merchant's loss.

"Third—Because they are nearly all home institutions, and all money paid to them is distributed throughout to those residing in our own state.

"When the Redfield Mutual first started I was one of the first merchants in the country that took out insurance. At that time the old line rate was $6.00 per hundred dollars, and the mutual took the same rate, but instead of paying all the premium as we did in the old line companies, we paid but one half cash and gave our note for the balance. During all these years, I think we were assessed on this note 50 to 80 per cent. at different times. So you see this has been a saving to me of nearly one-half from the old line rate. But shortly after the mutuals got a good foothold the old line companies began to cut the rate. This was followed up by the mutuals, and my rate was reduced to $3.50.

"As I had but little money I stuck to the mutuals and dropped the old line entirely. For several years I have held policies in nearly every mutual of this state, and I am certain they have saved me during these years over $1,000.

PROMPT SETTLEMENT.

"Several years ago I had what might have been a very bad fire, but owing to the fact that it was discovered before much damage was done, I was at once allowed all that I was entitled to, without any hesitancy on the adjuster's part whatever. So as before, I am a hearty supporter of the mutual companies, and heartily recommend them to all business men.

"This last year I was raised from $3.50 to $4.50 per hundred, as this is the rate of premium as fixed by the board of underwriters. So it can be seen that the mutual companies have saved me from $100 to $150 a year during these years of their existence. I believe every business man should keep well insured in the mutual companies, as they are nearly one-half cheaper than the old line companies, and certainly need our hearty support. I would urge my brother merchants to stick to the mutual companies, for if we do not it is certain they must go out of business soon, and then the old line companies will raise our rates and use us just as they see fit.

"There is much to be said about mutual insurance, and it seems to me all merchants and business men should be much interested in this subject, as it is one of the expenditures that draws very heavily out of our yearly profits, with no value received, only in our knowing that, should we have a loss by fire, we can get this loss made good, should we be insured in a good, responsible company. We are at present paying in this state two-thirds of the premium in cash, but I believe we should pay all in cash and thereby save the company some losses and expenses that now occasionally occur. Of course, then, as now, all the premiums not used will be paid back to us.

GOOD MANAGEMENT.

"We as business men should see that every company wherein we have insurance is conducted and managed by good, honest, energetic men that are not merely working for their salary but are laboring for our mutual interest as well. With these honest efforts put forth, I believe the rate throughout the state can be reduced, and this means much to those that carry insurance. So stick to the mutual companies. It is our only relief."

—"Hardware Trade."

The Marine Engine is Alive.

All good old chiefs love their engines and come to believe in them. To all of us assistants and prentices they were not the mere machines that they appear to the outsider, but quite human. Every noise they made, every motion, every trick they had we knew and had the reason for it. Kipling speaks of the marine engine as the most sensitive thing man ever invented. There's a sort of cold, lifeless, though admirable, precision in a telescope and a fine regard for details in a phonograph, but the marine engine is alive; it strains and labors desperately, it groans with rheumatism in its joints, screams with the pain of tight bearings, staggers and plunges against the oncoming seas, gets out of breath and runs away with itself, trembling like a frightened horse.

June 4 CANADIAN NORTHERN RAILWAY **1905**

WILL RESUME THEIR THROUGH HIGH-CLASS

DAILY PASSENGER TRAIN SERVICE

BETWEEN

WINNIPEG and PORT ARTHUR

JUNE 4th

THE STEAMSHIP EXPRESS

WILL BE PLACED IN SERVICE

A Magnificent New Train — Comfortable, Attractive Equipment — consisting of

CANADIAN NORTHERN FIRST-CLASS SLEEPERS
COACHES OF LATEST DESIGN EXCELLENT DINING CAR SERVICE

CONNECTIONS AT PORT ARTHUR with steamers of the Northern Navigation Co., Canadian Pacific Line, Booth Line, and Canadian Pacific Railway **TO and FROM all points in the EAST.** Detailed schedule will be announced shortly.

OFFICE, —498— MAIN ST. | GREAT NORTHERN RAILWAY | 'Phone 195

ROUTE OF THE

"FLYER"

TICKETS TO ALL PARTS OF THE WORLD.

Baggage bonded through to Canadian points, no customs inspection.

Thoroughly Modern Equipment.

Train leaves C.P.Ry. Depot 2.25 p.m. daily.

Train leaves C.N Ry. Depot 5.20 p.m. daily.

R. J. SMITH, D. F. & P. A. **D. T. CUMMINGS, Ticket Agent.**
F. I. WHITNEY, G. P. & T. A., St. Paul, Minn.

THROUGH TICKETS
EAST, WEST AND SOUTH

— INCLUDING OCEAN TICKETS TO —

EUROPE, AUSTRALIA, CHINA, JAPAN, CALIFORNIA AND FLORIDA WINTER RESORTS.

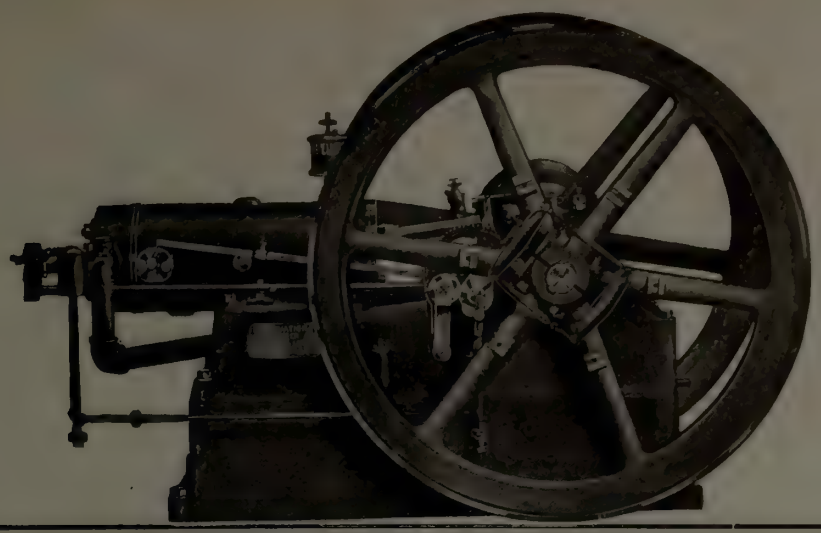
NORTHERN PACIFIC — YELLOWSTONE PARK LINE

TICKET OFFICE, 341 MAIN STREET.
TELEPHONE :: :: 1446

PULLMAN SLEEPERS. ALL EQUIPMENT FIRST-CLASS.

For Reservation of Berths and Tickets, apply to

R. CREELMAN, Ticket Agent **341 MAIN ST., WINNIPEG.**
H. SWINFORD, General Agent **PHONE 1446.**



International Gasoline Engines

HORIZONTAL

I. H. C. Gasoline Engines are easy to operate and require little attention. They are economical because of the low consumption of fuel, together with their simplicity in construction and great durability. These Engines have given thorough satisfaction wherever they have been introduced.

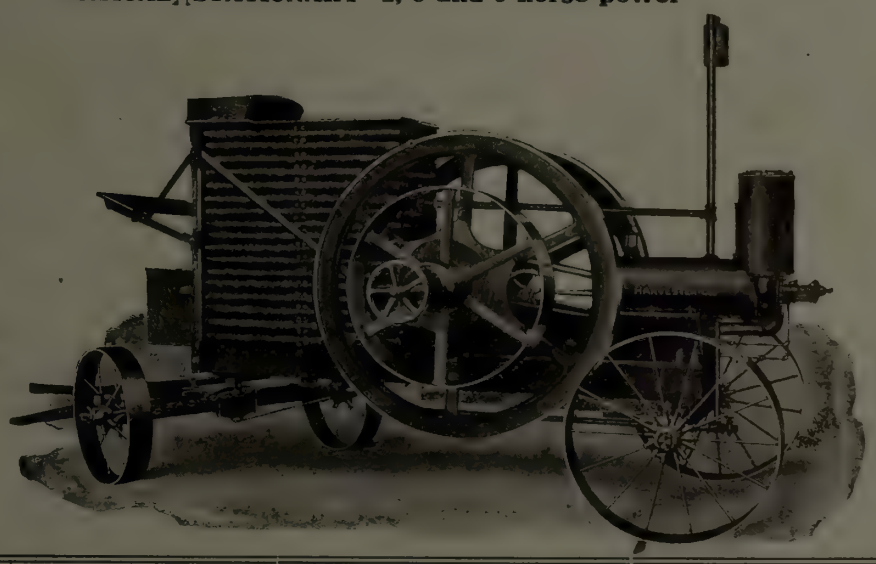
VERTICAL

PORTABLE

I. H. C. Engines are made in two styles, Horizontal and Vertical, and in various sizes ranging from 2 to 15 horse power. The horizontal is supplied either as a stationary or portable engine. I. H. C. engines are especially designed for use by farmers and dairymen, as well as by threshermen and mill owners.

HORIZONTAL STATIONARY—6, 8, 10, 12 and 15 horse power
HORIZONTAL PORTABLE—6, 8, 10, 12 and 15 horse power
VERTICAL} STATIONARY—2, 3 and 5 horse power

They are the Engines for the dealer to handle, because they are unquestionably the best Gasoline Engines on the market to-day.



Canadian Branch Houses:

Calgary, N. W. T.
Regina, N. W. T.
Winnipeg, Man.
London, Ont.
Montreal, Que.
Ottawa, Can.
St. John, N. B.
Toronto, Ont.

International Harvester Company of America

(INCORPORATED)

7 MUNROE STREET — CHICAGO, U. S. A.

The Maw-Hancock Disc Plows

in One, Two, Three and Four Furrow. Always clean. Are easy on the horses, and work at times when no other Plows will. They are the best back-setting plows on earth.

Our Other Lines:
Olds and Winton Automobiles.
Lorne Wagons, Grain Grinders, Bissell Disc Harrows, Wood Saws and Pumps.

WE HAVE
BRANTFORD CARRIAGES
in every style, and can supply you on short notice.

JOS. MAW & CO., Limited
Market Square, Winnipeg, Man.

WESTERN CANADA'S
GREAT INDUSTRIAL EXHIBITION

Winnipeg,
JULY 20 = 28th
1905

$50,000.00
In Prizes and Attractions
Prize Lists and Attractions Programmes mailed on application. Reduced fares on all railways. Seven Days' Racing.
F. W. DREWRY, Pres. R. J. HUGHES, Sec.-Treas.

If you require a
Fire or Burglar Proof
SAFE
OR
VAULT DOORS
write us for prices and catalogue. We can quote you prices that will interest you.
W. Johnston & Co., Ltd.
776 Main St., WINNIPEG, Man.

THE INDIANA
REVERSIBLE ROAD GRADER

Municipalities and Contractors

Will find it to their advantage to write us for Prices on Road Graders and Scrapers. We carry in stock a full line of

ROAD GRADERS, WHEEL AND DRAG SCRAPERS, RAILROAD GRADING PLOWS, STUMP MACHINES, WAGONS, etc.

SEND FOR CATALOGUE.

W. JOHNSTON & CO., LTD.
776 MAIN STREET, WINNIPEG, MAN.

Now is the Time to Sell a
Gasoline Launch

"We can Supply Them."

Our prices are lower and discounts higher than have ever before been quoted in our territory. Lengths 16ft. to 22ft. carried in stock

Sole Western Canadian Agents for the Celebrated
CADILLAC and DARRACQ AUTOMOBILES
And ORIENT BUCKBOARDS

We have the most modern and up-to-date repair shop in Canada; every facility for AUTOMOBILE, BICYCLE, GASOLINE LAUNCH and SKATE repairing.

Write us for territory and prices.

McCULLOCH & BOSWELL
Granite Automobile Garage
Cor. ELLICE and HARGRAVE STS.
WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

Vol. I, No. 6. WINNIPEG, MAN., JUNE, 1905. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

Just Out! WRITING IN SIGHT.

L. C. SMITH & BROS. TYPEWRITER

W. J. ARNOTT,
Sole Dealer Western Canada

NOTE.—We have a large stock of **Second-hand Machines** for **Sale or Rent**—**Remingtons, Smith Premiers, Underwoods, Olivers** and **Empires.** These machines are all in good order, some as good as new.

W. J. ARNOTT, 404 McIntyre Block, WINNIPEG, MAN.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

IMPLEMENTS ARE NO GOOD WITHOUT

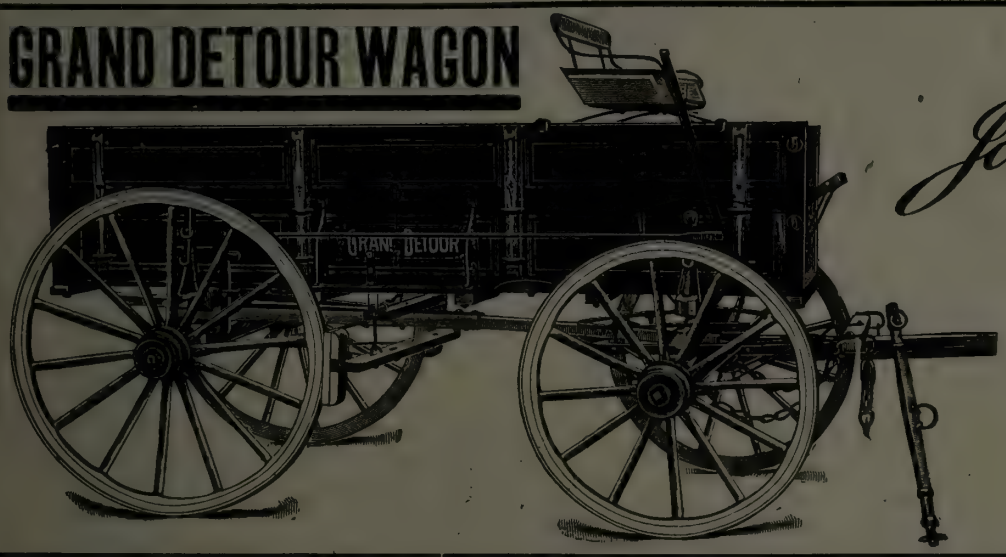
Good Harness

And for this write to

The Great West Saddlery Co.

Winnipeg, Man., or Calgary, Alta., for their latest Illustrated Catalogue.

GRAND DETOUR WAGON

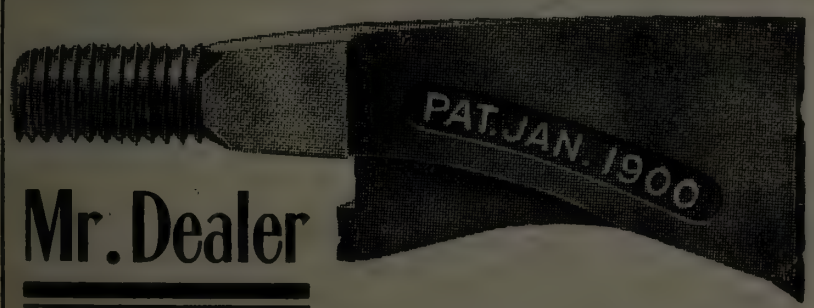


John Watson Mfg. Co. LIMITED.

WINNIPEG - MAN.

Better write us about Grand Detour Farm Trucks. They are the best we have seen and the prices are right.

"No one can give you a better deal."



Mr. Dealer

A SATISFIED CUSTOMER is your best advertisement. SUPPLY HIM WITH

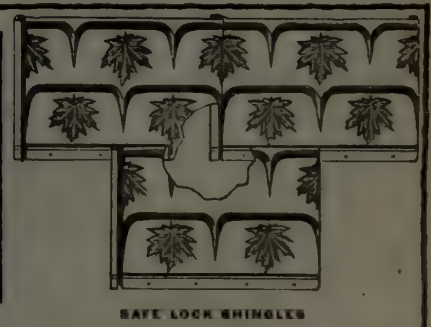
EXCELSIOR SHOULDER BRACE THRESHER TEETH

And HE WILL COME BACK satisfied.

THRESHERS' SUPPLY CO., LTD.

P.O. BOX 708. 120 LOMBARD ST., WINNIPEG PHONE 1930.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL



SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

A Complete Line

COCKSHUTT PLOW CO. Ltd.

MANUFACTURERS AND JOBBERS OF

Agricultural Implements, Carriages, Wagons, Sleighs, Windmills, etc.

Factory: BRANTFORD WINNIPEG, MAN.

Dealers: We can supply you with a full line, and Goods that are unsurpassed in quality. There is no object in scattering your trade, you are at a disadvantage if you do.

1905 Improved Jewel Gang Plow

We show here a cut of our new improved Gang, which we are introducing to the Western trade this season. This Plow has been thoroughly tested and tried, and there is not a single experimental feature on the entire plow.

FRAME—The frame is made of Channel Steel, ¾ in. by 2½ in. and strongly bolted at the corners.

BOTTOMS—Our new series of Y Bottoms turn a nice furrow, and have proved themselves exceptionally good cleaners in very sticky soil.

MALLEABLE STANDARD—A strong malleable frog is used for attaching the bottom to the beam, which adds great strength to this part of the plow.

WHEELS The Wheels are strong and are fitted with our new 1000-mile Dust Proof Wheel Boxing.

FOOT-LIFT—We have adopted a new Foot-Lift, which raises the plow with EASE. In a word the Jewel has more strong points than any other Gang on the market. It is made with 12 and 14 in. bottoms.

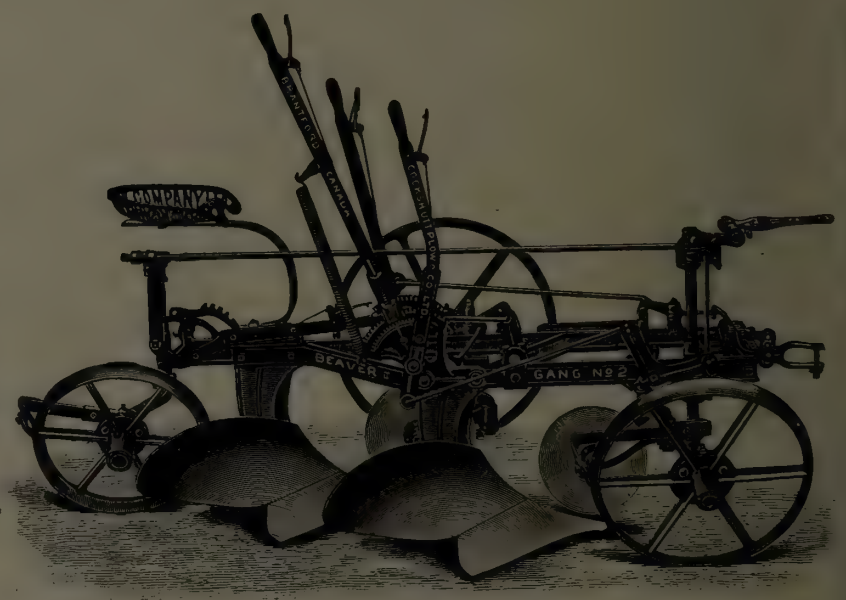
IT WILL PAY YOU TO INVESTIGATE

THE BEAVER GANG

This is our latest light riding Gang, and one that will meet every requirement. The furrow and rear wheels are connected and controlled from the pole. The levers are all within easy reach of the operator. It is extremely light in draft and strongly built, and is fitted with Patent Dust Proof Wheels. The land wheel is extra large and set well out from the plow, which makes the plow run steadier and easier.

We also build it with Adjustable Beams, which can be quickly set for wide or narrow work.

Breaker Bottoms supplied if desired.



Write for Catalogue and Prices. It will pay you to see us before you contract

DISTRIBUTING HOUSES AT BRANDON REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. I, No. 6. WINNIPEG, MAN., JUNE, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

Regarding Co-operation.

There is probably no scheme submitted to the consideration of farmers that appears more alluring than that of co-operation, and there is probably no proposition that has more disastrous results. While it is true that no individual farmer suffers great loss through the purchase of shares in schemes of this sort, owing to the fact that, as a rule, from $10 to $100 usually represents individual investments, still the loss to the farmers, collectively by each of these schemes, generally amounts to thousands of dollars.

The entire history of the co-operative scheme is one of failure, because in our opinion, the principle upon which such companies are formed is unsound, for the reason that their formation contemplates the sale of their product or products at a reduction from the normal price. The merits of such companies are usually looked after by smooth, oily-tongued, eloquent individuals, who dexterously use the lever of reduced price to hoist the hard earned dollars from the pockets of the farmers into the coffers of the company.

In the announcements and catalogues issued by co-operative companies one of the strongest pleas put forward, in order to entice farmers to invest their earnings, is that they (the farmers) will be able to purchase their machinery, implements and vehicles from their "own factories." We do not know of a single co-operative concern, operating in America, that manufactures a complete line of agricultural implements and vehicles. Elsewhere we reproduce an article which fully shows the usual methods pursued by many of these concerns in this regard.

In the two concluding paragraphs of the above mentioned article we are brought face to face with the question of the manufacturer supplying both the legitimate trade and the co-operative companies. It is our opinion that no manufacturer can afford to engage in this business and expect to retain the dealer's trade. By catering to the co-operative concerns manufacturers practically place themselves on the same plane as those who sell to the "catalogue house." They are not deserving of any consideration at the hands of the implement dealers of the country.

How any manufacturers can engage in this "double dealing" style of business is something that we are unable to fathom, in view of the fact that they must be aware that by carrying on this class of trade they are taking a step that is bound, sooner or later, to have an injurious effect, not only on their own businesses, but also on that of the local dealers. Canadian Farm Implements is firmly convinced that this style of business is detrimental to the trade generally, and will have no hesitancy in publicly naming any concern whom we may know is engaged in this business hereafter.

In order to show the method pursued by some of these concerns in order to secure business and shareholders, we give hereunder two quotations taken from an advertisement of a co-operative concern operating in Canada.

"Farmers act intelligently, fight shy of, as you would the very devil, and drive from your homes newspapers or men that undertake to say one word against co-operation, and co-operative institutions."

"Look out for traitors who are prepared to act, with all the wickedness and low-bred instinct in them, as paid hirelings of the opposition who would sell co-operation and the very best of us into the hands of the enemy remorsefully as Judas did our Saviour for thirty pieces of silver. Canada and the United States are the home of monopoly and combine."

This, to our mind, is rot of the rankest kind. We unlucky individuals, who own to hold a different opinion from those who instigated the publication of the advertisement from which these excerpts were taken, have very little to boast of in the way of character, according to these items. However, "the very best of us" mentioned in the latter quotation, are liable to error, as is amply demonstrated by the wrong use of the word "remorsefully" also used in the last paragraph of the quotation. It is our opinion that the word "remorselessly" would have been better chosen, because it would be with anything but sorrow that we would endeavor to clear the wool from the eyes of the farmer or dealer, who asks our advice in this regard. This sort of advertising we have never run in contact with before, and all we need say in connection with it is that it is a disgrace, not only to the writer, but also to the company he represents.

Some Pointed Extracts.

The following are a few extracts from an address on "The Relation of the Jobber and Wholesaler to the Local Dealer," delivered by the Hon. W. J. Dean, of Minneapolis, Minn., a well-known implement man, before the North Dakota and North Western Minnesota Implement Dealers' Association, at Fargo, N.D., early in February.

"The local dealer who conserves the best interests of his business for himself and his customers, will buy his goods from the jobber. Why should he do so? Because it is better for him to buy his stock from one concern than to buy from many. When a dealer buys a full line his trade is valued more than if he only buys, for instance, wagons or plows, and the jobber is not represented with his other goods in the town. It is better for the local dealer to have only a few creditors than many. If the crops are late and his collections are slow, and perhaps he is able to pay only part of his creditors promptly as his accounts mature, and some are getting their money while others are not, the latter are very uneasy and feel that they are not getting their share. Then when a dealer asks for an extension of time on his account of notes (I have heard of some dealers in the Northwest who are not always able to pay their notes when due, and had to ask for an extension) the creditors may not feel like granting the request, because the other creditors have been paid On the other hand, if the dealer trades nearly altogether with one or two houses, they will feel quite different about it."

"It is not the cheapest goods that are the best for the dealer to buy, unless he intends to stay in the trade for only a short time, and he wishes to make all the money out of it he can; but most men in this line have been in it for years and expect to remain in it; and they should buy the best make of standard implements, as in this way they will build up a good trade that will continue. If you sell an article that satisfies the purchaser you have secured his good will, even if he has paid you a good price for it; while a poor article rarely satisfies the purchaser, even though he may know he has bought it cheap. If it pleases him and he wants something else in your line he will be sure and call and see you before he goes and buys elsewhere, because he is satisfied with what you have sold him before, and you have not only made a customer and a friend, but he will advertise his good purchase to others."

"In a long experience, I have never practiced running down other people's goods, and I recommend this policy to all dealers. Some years ago, when I was selling binders at retail, a farmer came in and said, 'Dean, tell me all the bad points in regard to a competitor's binder.' I told him that I was not in that business and that he would have to buy that machine to find out what was defective or poor about it. I also said that I could tell him the good points about my own machine, and used this illustration: 'If I had a pot of black paint and should spend the next half hour painting your face over with that black paint, it would not make my face or hands any whiter, and the chances are that I might get some of it on myself.' And for that reason I never run down other

makes of goods. I sold him my binder, and have practiced that rule ever since. I probably know something about the good points of other machines, as well as my own, and know their defects also; but it is not necessary to tell them. There is plenty of room in this world for us all to live and do business, and I have no ill feeling against any other man doing a successful business, unless he misrepresents his goods to his customers; and that in time ruins any man's trade, whether he is a local dealer or a jobber. Let a man have the name of being untruthful, and it will soon travel all over the country. Some years ago I was in Massachusetts, and during a conversation with a manufacturer, he said that he had dealt with a good many people, but that we had one man in Minnesota that he thought was as mean a man to deal with as he had ever come across. I replied that I thought I could name his party, and did so. He was a man well fixed, probably worth a hundred thousand; still he had that reputation, so money does not make character for a man."

"I think that these gatherings of local dealers, and talking things over, is a good thing. Also, the local dealers in the same town would do well to get together in the same way, and try to build up the business of the town."

"Another thing, when a party comes in and tells you he can buy goods from your competitor at better prices than you are offering, do not always take his word for it. We have found this to be true also with the local dealers; they will not tell all the truth in regard to such things, or are sometimes misinformed in regard to goods they are buying. These gatherings make your interests mutual; and while I do not believe in making a schedule of prices or in combinations, at the same time, a man ought to make a living profit in making sales."

"The implement business cannot be done on as small a margin as some other lines, for the reason that your goods have to be carried from year to year; they are bulky, and take a good deal of storage and insurance; and you can only turn them around about once in a year, and therefore you need to make a good margin. The dealer who sells his goods at fair margins is looked on with a good deal more favor by the trade than the man who is selling at cost, because that only means it will be but a short time until he is out of the business and somone will not get paid for their stock."

"By comparing your ideas with your competitor, talking over your prices and being friendly with each other, you can save much in not making poor sales and by getting fair prices for your goods. You may say this cannot be done in your town with the competition you have; but try it on; the other fellow may think the same of you, and a little advance made by you may be the means of your coming to more pleasant relations and better feeling."

Gasoline Engines in China.

Labor is so cheap in China and the cost of installing a power plant is comparatively so much that there is reluctance on the part of Chinese manufacturers to introduce power, even where it is evident that they could do so with considerable saving of labor, and eventually of money. Under the present cheap labor system of doing things there is no outlay for high priced machinery, and the result is that if for any reason an establishment is shut down there is no loss to follow the idleness of money invested in a power plant.

The "fung shuey," or doctrine of the "wind spirit," and "good luck" has also a direct bearing upon the situation. It is believed that tall smokestacks and high buildings will interfere with this "wind spirit" and bring bad luck, and it is safe to say that no ordinary attractions of investments will lead the average Chinese business man into doing anything to conflict with his belief.

There is a growing conviction of the advantage of power plants in the larger concerns, and the number of mills with fair grade power plants is increasing. It will be only a matter of a short time until the smaller manufacturers come to appreciate the need of power, and when that time comes there will be a field for gasoline engines almost beyond conception in its scope. As in the United States, there will be many cases and places where steam power will be preferable, but there are already many chances for the introduction of gasoline or naphtha power. Such engines are put out cheaply, and can be made cheaply and strongly enough to meet the requirements of a market where there is an absolute lack of knowledge of such machinery and its practical operation.

American manufacturers must remember in this connection that while they have the advantage at the present time there is reason to believe that before long they will have to fight for this trade with every weapon known to the modern business world. Already Japanese manufacturers are commencing to make some machinery of this sort, and while it lacks the merit of the American product, and will always be more or less behind the latter, it by no means follows that it will not be readily accepted in China. The Japanese have iron, coal, and other raw materials and industrial necessities. They have American and European trained experts, and they have labor so cheap that American competition on a labor basis is impossible. It behooves American manufacturers to get into the market in China with machinery of all kinds if they expect to hold these markets in the future.

The power machinery for most mills in this portion of China is from England and Scotland. As a rule, the mills have been established with English capital or under English auspices, and naturally, the machinery has been bought in the United Kingdom. At the present time, other things being equal, American power is likely to

Every Dealer does not sell **THE MANITOBA LINE**

Only the best dealers in Canada can sell Canada's best

WINDMILLS, PUMPS, ENGINES, GRINDERS, etc.

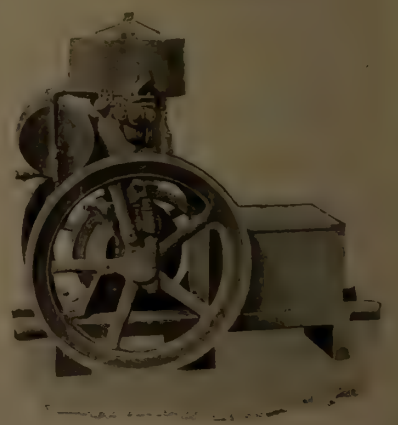
They appeal only to people of taste and good judgment. They are sold by people who cater to the best trade, and who are in a position, financially, to control the best. We are exclusively wholesale. We deal through the trade. Once we contract, you will find us cast iron when it comes to protecting your trade.

The famous **"MANITOBA PUMPS"** known for excellance all over the entire West.

The "MANITOBA"
The most scientifically designed Mill the world has yet produced.

If you intend to handle such a line, you cannot afford to risk your reputation on any but the absolute best — THE MANITOBA

Our Plant is located in the West. Prompt delivery. Cheap and Quick Repairs.



THE "MANITOBA" GASOLINE ENGINES
No water tanks, no gasoline pump. Simple, strong, safe. High in grade, but high in work also.

We manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized

Literature and prices sent anywhere upon request. Send for it and you will soon be convinced that the MANITOBA'S are the MONARCH'S, and that there is money in our lines for you.

Manitoba Windmill and Pump Company, Limited Manufacturers

Box 301 **BRANDON, MAN.**

Be careful when addressing us. Get it right. Say Manitoba and Box 301

be sought for, but where the margin between the machinery of several nations is as narrow as it is, it can hardly be expected that the Chinese market will do much running after the goods of any of them.

So far as gasoline engines are concerned, a few object lessons out here would do a world of good, and I believe that there will be an immediate demand for such machinery when its cheapness, convenience and efficiency are known.—Geo. E. Anderson, American Consul, Hangchau, China.

Missionary Methods Pay.

There are many methods by which an implement dealer can do a lot of missionary work in the way of finding farmers that are in need of implements, machinery, and vehiches. The following article gives the means pursued by a progressive concern across the line, which appeared in a recent edition of an exchange.

"We still use and practice, as we always have done, the old time-tried motto, 'A pleased customer is the best advertisement.' We also find that a pleased customer is also the cheapest advertisement. While that is very well in every day transactions, we find that our trade needs a stimulant, a revival, a good stirring up each year, so every spring we have an 'opening.' We have tried this plan for several years now, and find that it pays immensely in several ways. It makes cheap advertisement, a firm gets acquainted with trade that does not come to its store at any other time, and sells hundreds of dollars worth of goods from stock that it would not otherwise.

"In this particular opening that I am about to describe, we had bills posted all around the country and announced in all the local papers in the towns nearest us that a 'buggy and couch will both be given away free, at our opening.' The couch the first day and the buggy the second. Every person over 16 years of age that comes in our store and registers will be given a ticket with a coupon, which will be detached and placed in a sealed box, the coupon and ticket both having the same number. At the end of the first day the couch will be given to the person who holds the lucky tickets, which will be drawn out of the box by a person, selected by the audience, who will be blindfolded. The buggy will be given away on the second day in the same manner.

"When a person registers he is questioned as to his wants, which will be noted, together with those of his neighbors' wants, if he happens to know them. Soon after we send our men out to see these parties, which often results in a sale, that would not be made otherwise, as we would not know they were in the market until too late. During this particular opening we sold fourteen buggies.

"We had the buggies in a large armory where the buggy and couch were given away by the above means. But before this drawing of the tickets took place, we gave a short entertainment, in fact, had fine music all the afternoon and evening, which assisted quite a bit in filling the room with a cheerful air, and made the room not only attractive, but very pleasant indeed, and assisted in making sales.

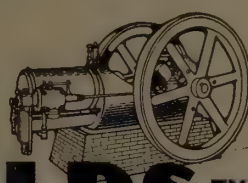
"It so happened at this opening that a person who got the buggy lived on the dividing line between us and our competitor in a neighboring town. The result was, that we not only gained his friendship entirely, but his trade also, and since then he has been coming regularly to our store for everything he needs in our line, and has even brought several of his neighbors our way, who have been good customers ever since, and I presume we have sold them, all together, enough goods to pay for the buggy several times over, besides selling several thousands dollars worth of goods on those two days. And that was not all, we could feel its good effects weeks before the opening and weeks after. Besides, the fourteen buggies sold, there were several wagons, farm implements and much hardware sold from stock, together with hundreds of dollars worth of furniture, stoves and tinware, making it extremely profitable to say the least."

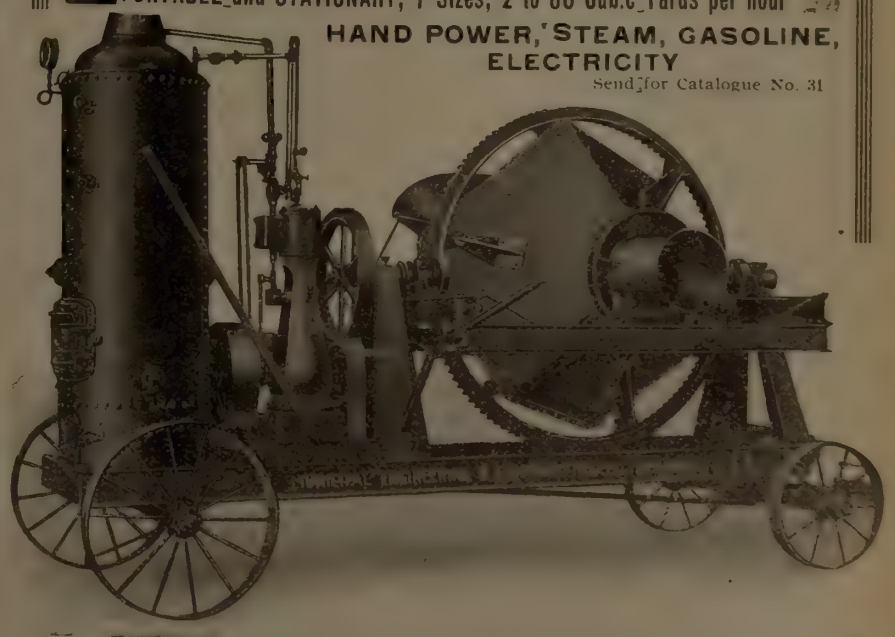
Implement Expert Appointed.

In his last report to Congress, Secretary Wilson, of the United States Department of Agriculture, called attention to the necessity for the appointment of an expert in charge of the work of that section of the Irrigation and Drainage Division dealing with farm machinery and farm buildings, and recommended that Congress make an appropriation for the carrying on of such a branch. This was done by Congress at their last sitting.

Accordingly, Prof. C. J. Zintheo, professor of farm mechanics, at the Iowa Agricultural College, Ames, Iowa, has been appointed to take hold of this work, his duties to commence July 1st. Prof. Zintheo is well qualified for his new position, having a vast amount of knowledge regarding both farm machinery and buildings. He began his mechanical career by learning the blacksmith's trade, then became a machinist and locomotive repairer. He next went to the University of Minnesota, where he took courses in scientific and electrical engineering, graduating in 1897. After graduating he took a course in practical training in the Deering Company's factory at Chicago, and afterwards visited many parts of the United States doing expert work for this concern.

He also had charge of the Deering exhibit at the Paris Exhibition. At the close of the Exposition he spent two summers in Siberia in the interests of the Deering Co., afterwards going to South America for them. On his return to the United States he took charge of, and organized the mechanics' department in the North Dakota Agricultural College, the first agricultural college on this continent to establish such a course. In 1903 he left the Dakota institution to organize the course in connection with the Iowa Agricultural College, now acknowledged by many authorities to be the foremost college on the continent, dealing with this branch of practical agriculture. We wish Mr. Zintheo continued prosperity in his new field.


Type G Engine
8 to 100 H. P.
OLDS ENGINES
Economical Power
In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." *They excel all others*, or the U. S. Government would not demand them.
They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and
Repairs Practically Cost Nothing
Send for a catalogue of our Wizard Engine 2 to 8 H. P. (jump spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.
Olds Gasoline Engine Works, Lansing, Mich.
Joseph Maw & Co., Ltd. Winnipeg Agents, Winnipeg, Manitoba.

THE CHICAGO IMPROVED CUBE CONCRETE MIXER
The Best For All Concrete Mixers
"IT HAS NO INSIDES"
It is a well known fact that mixers having inside blades, pocket and separate the material as it enters, and again in turn scoop it up from the bottom, and require constant attention by frequently flushing, as also scraping and pounding at short intervals on the outside of drum to dislodge the material which is constantly attaching itself to the inside mechanism, such as vanes, scoops, paddle arms, inside shaft, or whatever it may be, not only causing the material to ball, but greatly decreasing the life of the machine, as these accessories, by reason of their resistance, not only wear out rapidly but largely increase the strain on the gears, frame, etc. Our CUBE MIXER, with ordinary use, is guaranteed not to clog.
PORTABLE and STATIONARY, 7 Sizes, 2 to 80 Cubic Yards per hour
HAND POWER, STEAM, GASOLINE, ELECTRICITY
Send for Catalogue No. 31

Manufactured by MUNICIPAL ENGINEERING AND CONTRACTING CO.
General Offices: 607-9-11 Railway Exchange, Chicago, Ill., U.S.A.
New York Office: 150 Nassau St.
J. L. NEILSON & CO., 602 Main Street, Winnipeg, Man.
Agents for Western Canada.

Painting Farm and Business Wagons.

In painting farm wagons and trucks from the new wood the item of chief importance is to get the wood saturated with a sufficiency of pure, raw linseed oil, carrying enough pigment to prevent the oil from striking too deeply into the wood. For this purpose perhaps there is no better combination of pigment than two parts of white lead ground in oil and one part of finely ground yellow ochre. Use just enough pigment to stain the oil and check its penetrative property.

For the second coat, take of the color chosen for the finish of the vehicle and use in the mixing $\frac{3}{8}$ oil to $\frac{5}{8}$ turpentine, with a gill of good coach japan added to $\frac{1}{4}$ gallon of the paint. On this coat when applied and dried out firm and strong, putty all necessary parts, using enough of the color in the putty to bring it out to the proper shade or tint. If the body of the wagon has any coarse-grained open-textured wood, such places should be glazed over the priming coat with the ordinary carriage putty, cut to a glazing consistency with turpentine. Use a $2\frac{1}{2}$-inch blade putty knife and make the putty thin enough to work readily from the knife. Press the glazing material firmly into the wood and remove the surplus material in order to reduce sand-papering to a minimum. Over the second coat of paint use the finish color, in the form of color and varnish for ordinary grade work. For a better grade, use an additional coat of flat color and then the color-and-varnish. Deaden this color-and-varnish coat, when dry, with a tuft of curled hair obtained from the trim shop, and stripe and finish. Over old surfaces no painting should be done until all scaly, shelly paint has been sanded and scraped off, and a solid surface exposed. Then carefully proportion for the amount of oil first coat to the condition of the surface.

The heavier type of business wagon, and the class that usually comes to the village or country painter, need not necessarily be coated up with roughstuff, unless the surfaces are unusually large. When not to be roughstuffed, prime as above advised, and glaze the surface carefuly with glazing putty. Then when this has hardened sufficiently, sandpaper it very smooth, and coat up with color, sandpapering between coats to knock off all nibs and dirt atoms and to keep the surface smooth.

To use roughstuff for this work, apply over the primer a coat of roughstuff mixed with three parts lead and two parts filler, by weight, mixing it to a stiff paste with coach japan and rubbing varnish, equal parts and thinning to the proper consistency with turpentine. After twenty-four hours sandpaper smoothly and glaze with glazing putty. After another twenty-four hours, apply a coat of quick roughstuff, following nine hours later with a second coat of quick stuff. Then in due time face down this surface with rubbing stone and water.

For the permanent good of truck, farm and business wagon painting, the paint surfaces of which are built up largely of elastic pigments, elastic varnishes, rather than the quick, hard drying ones, should be used. This, of course, is contrary to ordinary practice, but it is nevertheless founded upon experience. To coat elastic surfaces with hard, inelastic varnishes, is simply another way of sowing the wind to reap the whirlwind, and results in cracked and fissured surfaces. The elastic foundation carried through to the varnish stage should have an elastic varnish to protect it. This provides requisite harmony from the first to the final coat.

The class of wagons here referred to are usually painted in bright, warm colors, yellows and reds being the chief favorites. Even the green box and the dull red gear of the farm wagon is bound to give way to more inviting colors. The green and primitive red are ancient and honorable, but are also dreadfully commonplace.

Beautiful browns, warm and full of tone and brilliancy, are now popular, and used to harmonize with the many shades of yellow, they yield rich and superb combinations. Olive and twentieth century browns, beside numerous browns made of Indian red, Prussian blue, chrome yellow and lampblack, the shades being varied as the proportions of the various ingredients are varied.

The yellows used in harmony with the browns are light and medium shades of golden ochre, canary yellow, straw color, lemon chrome and twentieth century yellow. Wagons, while not ornately ornamented, are very plentifully striped, the lines being plain and finely drawn and placed with exact reference to developing the "smart" effects of the surface colors.—American Blacksmith.

C.N.R's Wise Move.

The C.N.R. company have decided to extend the Ridgeville branch through to Vassar on the main line east of Winnipeg at once, and to have it completed in time to carry the wheat traffic of the road in southern Manitoba. The extension will connect Emerson with the main line, and steel has already been laid upon it to a point ten miles beyond Ridgeville or twenty-four miles from Emerson.

The bearing this branch, which will be virtually then a main line from the southwest, will have on traffic is most far-reaching and important in many ways. In the first place it will shorten the haul to the head of navigation by at least twenty-five miles from all points on nearly 500 miles of the C.N.R. system, the sections affected being Winnipeg-Morris, 40.3 miles; Morris-Belmont, 102.2; Belmont-Hartney, 52.9; Hartney Junction-Brandon, 40; Winnipeg-Leary's, 71.9; Hartney-Virden, 36; Morris-Emerson, 24.8; Emerson-Ridgeville, 24; Waopa extension, 51; new extension from Ridgeville to Vassar, 35. Total, 479.

It will direct all the traffic of the southwest from Winnipeg, thus relieving the yards here of the congestion which inevitably ensues when the rush of the wheat season is on, and will also clear the main line into the city of the trains west bound for points on the systems affected.

Put the Hellum Aport.

It adds to the impressiveness of a pulpit discourse to dwell at some length on certain points; but this sometimes has been overdone.

An earnest preacher who, in warning sinners against the rocks of ruin, had brought up the favorite illustration of a ship in imminent danger of going to pieces on a reef, was prolonging the horror of the scene, demanding what must be done, etc., when he was interrupted by an impatient sailor among his listeners with:

"Put the hellum aport, you lubber, and luff!"

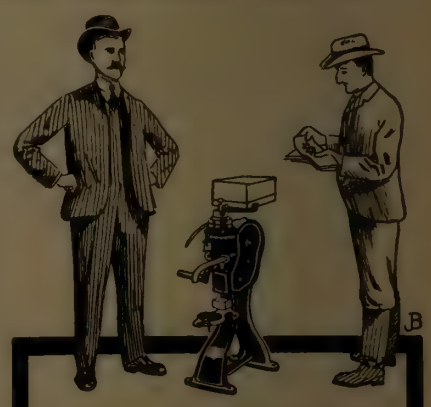
TRAVELLER WANTED

By an implement manufacturing concern an A.1. traveller. Must have had experience in the implement trade. Apply, Manufacturer, Canadian Farm Implements, 901 Union Bank Building, Winnipeg.

The Value of the Cream Separator.

The real value of a cream separator to a farmer may be reckoned in many ways apart from a dollars and cents profit, but, as a rule, the farmer only thinks of the dollars that the separator may make for him. The cream separator has passed the experimental stage and no farmer, who milks four cows or upwards, is showing sound sense and good judgment when he has not placed a cream separator on the farm. It is impossible for the farmer of to-day to make his business a paying one without the use of a machine. The dairy branch of the farm will never pay, in this economic age, without the use of the separator.

We heard a farmer remark the other day that he had not cows enough to warrant the outlay necessary for a cream separator. When questioned by the agent as to how many cows he had he replied, "eight." Now, that man is losing the price of a cream separator every year in butter fat alone. This is a matter that is given very little, in fact too little, attention and thought by our farmers. They, as



A Durable Machine

To give permanent satisfaction to both dealer and customer, a Cream Separator must be durable. The

U. S. Cream Separator

will out-wear any other. We'll tell you why.

All working parts are enclosed and protected from dust and grit. Those moving at high speed run in oil on steel balls, greatly reducing wear.

All materials used are carefully inspected, and are of *highest* quality.

Throughout the whole machine the parts are few, simple and easy to get at. Each machine is put to a thorough test before being shipped.

The U. S. factory is equipped with the most accurate and efficient machinery to make exact duplicate parts. Only skilled workmen are employed.

For these reasons it

STAYS SOLD.

The Simple, Self-Emptying, Close-Skimming Bowl, low milk tank, easy-to-turn crank make it easy to sell and its durability insures the dealer against "kicks."

U.S. Separators are sold the year round. Write us now for particulars.

Vermont Farm Machine Co., Bellows Falls, Vt.

a rule, conclude that if the butter fat does not come up in the pans or cans, whichever they may be using, that the young stock gets the butter fat when the skim milk is fed, therefore it is not lost.

This theory is a great mistake, and one that it would pay our farmers to recognize. If butter-fat was only worth ten cents per pound, still it is too expensive a food to feed calves or pigs, when we consider that we can purchase a food equivalent, and equal in value to the stock, for one cent per pound. In view of this argument it is very poor economy to feed butter fat. Butter fat is always worth much more than ten cents per pound, therefore, in order to get the most profit, it is imperative that we get all the fat from the milk, and the cream separator is the only process that can be employed that will take all the cream from the milk.

All the experiments that have been made and the actual work of of farmers who use a cream separator go to prove that a separator almost pays for itself the first year. The actual gain that a separator will give is from $7 to $10 per standard cow per year. This all depends upon how the cream is produced, where the separator is not used, but with the very best facilities such as ice and water in which to place the cans, the cream separator will give a gain of $7 per cow, per year, over any other method. The power of the cream separator (centrifugal force) is about 8,500 greater than the gravity or natural system, which is allowing the milk to stand until the cream rises to the top, to produce cream. This power is reckoned, allowing that the best facilities be employed in the gravity method. Now, where the facilities are not the best, the cream separator has still greater power to its credit for producing cream.

The other advantages to be gained by the use of a separator are saving labor for the women folks on the farm, cleanliness in handling milk and cream, and better quality of butter. The remark is often made, "Oh well, we don't care if our butter is not best quality; we don't get any more for it." This is a very grave mistake, as a poor quality of butter will not command a good price. It is in the class of "not wanted" goods, and even if the market price of butter is low at times it pays to have the quality right, for when it is good it will be sought after, and good butter can always command a good price.

The investment of money for a cream separator is the best paying one that a farmer can make for any farm implement. If a farmer has even four cows and pays $75 for a cream separator he gets back in gain at least $7 per cow, which would be $28 gain the first year, and $28 back on an investment of $75 is a great deal better interest than the bank gives. It is over 37 per cent. gain on the investment, and that gain will come each year for a good many years. It is only necessary to count up the increase in yield of butter and the improvement in quality, to enable a farmer to see how absolutely necessary is a good separator to a dairyman, and how, under no circumstances, can he be as successful without one, as he would with one.

Dealers Prestige not the Whole Thing.

It is hard to understand why a dealer will put in a $5,000 or $10,000 stock of handsome carriages and then devote about four inches single column in his daily newspaper for the purpose of interesting people in his business.

Yet this is just what hundreds, even thousands of dealers are doing. They seem to have the impression that they are widely known and the only bid they have to make for business is to put up their sign, get in their goods and open their front doors.

There are, we suppose, a large number of dealers who have what they call prestige. Prestige is a valuable asset for any dealer, but it isn't the whole thing and in itself is not sufficient to carry the business along in these days of strenuous, liberal advertising.

You hear dealers say: "No need of my advertising, everybody knows me." They are mistaken, even in the sense intended, and if they will take a census of those who know them after a few years without advertising they will find most of those who do remember them at all are under the impression that they have gone out of business.

Prestige is often only another name for petrification. Some of the old time dealers take the position that inasmuch as they have a large number of old customers to give them all the business they want it is useless to advertise. This is another mistake, for what dealer owns a customer? How many can make a list of a dozen and say: "These will buy only of me."

The only way to perpetuate prestige and make it profitable is to carry a good stock and use enough advertising space in good mediums to tell why the stock is good and why people should buy. The public is forgetful. It also likes being asked and the dealer who persistently, insistently and consistently advertise his business is going to leave the concern with the so-called prestige away behind in the race for business.—Carriage Dealers' Journal.

Catalogues Wanted.

Exporters and importers would greatly oblige the undersigned by addressing to his consulate their latest catalogues, together with the following commercial information: Name of firm; street, city and cable address; codes used; export discounts and terms; language of correspondence; references or commercial rating; nature of exports and imports; list of foreign branches and agents; supplementing this with complete information permitting immediate sales—thus getting rid of irritating epistolary angling. This will be filed gratis and classified by firms and products in the commercial intelligence department of the consulate of Prague by the card and catalogue system devised by our consul at this post. The kingdom of Bohemia has a population of over 6,000,000, and that in the very heart of Europe, and is practically virgin territory for American exporters.

Urbain J. Ledoux, Consul.
Prague, Bohemia.

THE REASON WHY

there are more

Empire Cream Separators

in use in Western Canada to-day than any other make is that the **Empire** *is simpler than any other.*

Simplicity insures ease in operation, few repairs, long life and no trouble. For the same reason, **Empire** agents make more money than any other. When they sell a machine it is sold—and that's the end of it. Our contract is a money-maker. *Write to-day for Terms and our new Catalogue, No. 121.*

EMPIRE CREAM SEPARATOR COMPANY OF CANADA, LTD., TORONTO, CAN.

Ontario Wind Engine & Pump Co., Limited, Winnipeg, Man.
GENERAL SALES AGENTS

De Laval Separators

Awarded the Grand Prize St Louis, 1904, and at every World's Exposition for twenty-five years.

"Just as good as the De Laval" would set the seal of approval upon any Separator, and is the verdict each "would be" competitor endeavors to secure for his machine. But every World's Exposition and practical test has been a demonstration of the fact that no separator is in the same class with the DeLaval

De Laval catalogue free for the asking.

The De Laval Separator Co.
248 McDermot Ave.
Winnipeg, Man.

Montreal Toronto New York Chicago Philadelphia San Francisco

The National Manufacturing Co. Ltd.

Pembroke, Ont.

Issue a guarantee bond fully protecting Agents and users of the Uneeda Cream Separators.

GUARANTEE BOND

Know all men by these Presents that the National Manufacturing Company, Limited, doth hereby covenant and agree with ....., of the Town ..... of ..... in the County of ..... in the Province of ....., that the said The National Manufacturing Company, Limited, shall and will at all times hereafter save and keep harmless and indemnified the said ..... his executors and administrators of and from all judgments which one P. M. Sharples or one Herbert McCornack may recover against him on account of the said ..... having purchased from the said The National Manufacturing Company, Limited, used or sold to any person or persons one or more of the Cream Separators manufactured by the said The National Manufacturing Company, Limited, and known as the Uneeda Cream Separator, and against all loss and damage from any injunction which the said P. M. Sharples or the said Herbert McCornack may recover against him in connection with the purchase, user or sale of one or more of said Uneeda Separators, and also from all actions, suits and other proceedings which at any time or times may be brought or prosecuted against the said ..... his executors and administrators in respect to the purchase, use or sale by him of the said Uneeda Separator.

This Bond is not transferable and is given subject to the condition that the said ....., upon being served with any claim, writ or order in connection with the matter aforesaid, shall forthwith give notice of same to The National Manufacturing Company, Limited, and will allow the said Company to defend any such action in his name, sending to them all papers served on him.

THE NATIONAL MANUFACTURING CO., Limited.

Signed, Sealed and Delivered in the presence of

James J. Fraser

Per *Thos. Delahay*

MANAGER

THE NATIONAL MANUFACTURING COMPANY PEMBROKE ONT. LIMITED

We understand that a Cream Separator Co. has sent circular letters stating that if they found their Patent contained in the Uneeda Separator that they would go to law. This they cannot find, as the Patent referred to is not used in the Uneeda. Thus, there will be no law suit. The steadying device of the Uneeda, which is the part referred to, is not the same, and is patented in the Dominion Patent Office at Ottawa under the No. 90,842. However, for the protection of Agents and users of Uneeda Cream Separators, we are issuing a bond (a fac simile appears herewith) and by which the National Manufacturing Company assume all possible liability from law suits.

Write for catalogue, agents' discounts and terms, which are the most liberal given by any Separator Company.

THE NATIONAL MANUFACTURING CO. Ltd.

Head Office and Factory:
PEMBROKE, ONT.

Western Branch:
29 Sylvester Blk., WINNIPEG, MAN.
C. C. MACDONALD, Mgr.

Brandon.

Mr. D. J. Hutchison, of the Melotte Separator Co., was in Brandon on business recently.

Mr. W. J. Papst, of the Bell Engine & Thresher Co., of Winnipeg, was in town for a short time about the middle of the month.

J. M. Docker, manager of the Gaar Scott Co., at Winnipeg, was in town on business for his company during the past month.

Mr. T. H. Crane, representing the Canadian Fairbanks Co., paid this place a visit recently, looking after the interests of his concern.

Mr. A. D. Elliott, general traveller for the Massey-Harris Co., was in Brandon, looking after the interests of his concern, a short time ago.

Mr. J. P. Jones, representing the Carberry Stacker Co., of Carberry, Man., was in Brandon a few days ago in connection with business for his firm.

Mr. D. B. McLeod, manager for the North West Thresher Co., at Winnipeg, was on a business trip recently to Brandon, and southwestern Manitoba.

Mr. J. J. Clegg, who returned a short time ago from a trip to California, has gone on a Western business trip for the Balfour Implement Co., of Winnipeg.

Mr. E. Laycock, who, until recently, was engaged in the implement business, is doing a land office business in real estate and collections to which he has turned his attention.

Mr. L. J. Haug visited this city a short time ago in the interests of Haug, Brothers & Nellermore, of Winnipeg, who handle the "Yellow Fellow" line of threshing machinery.

It is also reported now that the contract for the Bank of Montreal's new building on the site of the old Queen's hotel will be let at an early date and the building completed this season.

Mr. J. M. Moore, recently appointed agent for the Uneeda Separator Co., of Pembroke, Ont., with a distributing agency at Winnipeg, under the direction of Mr. C. C. Macdonald, was in on business a short time ago.

Mr. Charles Splayford, formerly a prominent machinist and engineer of this city, recently removed with his family to Saskatoon, N.W.T., where he will engage in the implement business, carrying a full line of threshers and other farm machinery. He will also open a repair shop.

Mr. F. Chapin, Vice-President of the Western Retail Implement Dealers' Association, was in the city a short time ago attending the Annual Baptist Convention, which assembled on the 14th of June. Mr. Chapin reports prospects in the Hartney district as exceptionally bright.

Mr. M. Campbell, of the Manson-Campbell Fanning Mill Co., of Chatham, Ont., accompanied by his wife, is at present the guest of Mr. Wm. Atwell of this city. Mr. Campbell's company have recently completed the erection of a warehouse on Eleventh Street, close to the C.P.R. freight sheds. They are making Brandon a shipping point for Manitoba and the Territories.

On June 8th the corner stone of the new Y. M. C. A. building was laid by Sir D. H. McMillan, the Lieutenant-Governor of the Province. This building will cost in the neighborhood of $75,000, about $67,000 of which has already been subscribed. The building will be thoroughly equipped in every respect. It will contain swimming baths, gymnasium, libraries, reading-rooms, etc. The third and fourth stories of the building will be devoted to dormitories for young men. It is expected that this handsome edifice will be ready for occupation by January 1st, 1906.

There is reason to believe that the three vacant corners of Rosser and Tenth street may all be built during the present season. The Hamilton Provident and Loan Society have just about decided to erect their large new block this year on the corner of Tenth Street and Rosser Avenue. The work on the handsome new building, which is to be erected this season for the Canadian Bank of Commerce, on the corner of Tenth Street and Rosser, will be commenced this week. The contract has been awarded to Mr. T. M. Harrington, and the building when finished will cost in the neighborhood of $30,000.

Mr. E. S. Cooper, of the Cooper Gasoline Engine Co., Winnipeg, was in the city recently completing arrangements for the installation in the Alexander Milling Co.'s mill of a 250 horsepower suction gas plant. This system of power is new and practically just being introduced, though it has been installed and is in operation in big concerns in the southern states. The big engine, which weighs 75,000 pounds, is being made by the Weber Co., of Kansas City, Mo. The plant to be put in for the Alexander Milling Company will be the first in Canada. It is claimed that there is a tremendous saving over any other power, and if this plant meets expectations it is safe to assume, the suction gas system will be largely used in the West. Souris coal will be the fuel used.

Will Get the Best.

While last year a higher standard was set in connection with the quality of the entertainment provided for the pleasure-seekers in front of the grand stand at the Winnipeg exhibition, the list of attractions which will be provided at this year's big fair on July 20 to 28 will be of an even higher order. The association recognizes the great educative influence this branch of the fair possesses and no expense is to be spared to make this one of the most enticing features of the annual festival. F. W. Heubach, chairman of the attractions committee, is now in the East booking features for the Winnipeg fair, and his orders are to get the best available.

By the Yard.

We have just received from the Frost & Wood Co., of Smith's Falls, Ont., an envelope containing a folder and note-book. This folder, which is one of the neatest and most novel propositions that has reached our desk in the advertising line, is illustrative of the different farm implements manufactured by the Frost & Wood Co. On one side the various styles of plows are reproduced in color, so that when the folder is extended it shows a yard (three feet) full of plows, while on the other side of the yard is shown the various scufflers, harrows, and cultivators manufactured. Taken all through this is a neat folder and bound to attract attention.

The note book, which in the Company's introductory chapter is entitled a "Pocket Memory Helper," is somthing bound to be of much use to farmers generally. It is just what the firm have entitled it. One of the best things in it is a short article on "The Care and Aeration of Milk" and it has twelve statement forms for keeping track of the milk delivered at the creamery. It also contains much more valuable information for the agriculturist as well as showing a number of cuts of the various implements and wagons manufactured for the use of the farmer. We congratulate the company on getting out such useful and attractive advertising, and, we understand, they will be pleased to mail a copy to any applicant. When writing kindly mention Canadian Farm Implements.

A Winning Line.

The Walter A. Wood Mowing and Reaping Machine Company, of Hoosick Falls, N.Y., were recently advised by their London office that the Wood agents at Port Elizabeth, S.A., were awarded first prize for the New Century binder and tabular frame mower and received honorable mention for the Wood enclosed gear mower, all of which were exhibited at the agricultural show held in that city. There were twenty-four manufacturers represented. This concern also received first prize and a medal for their New Century binder at the Royal Cornwall Society Show in England.

The Balfour Implement Co., Ltd., of Winnipeg, control the sale of these goods in Western Canada.

THE PEERLESS JACK

For Automobiles, Machinery, Traction Engines, Threshers, Etc.

A model of simplicity, durability and strength. Raise by working handle below center; lower by working handle above center. Works at any angle. Send for Catalogue. **OLIVER MFG. CO.,** 210 Desplaines Street Chicago, Ill.

If you require a

Fire or Burglar Proof

SAFE

OR

VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. Johnston & Co., Ltd.

776 Main St., WINNIPEG, Man.

Do You Build ?

Waterloo Automatic Cement Block Machine

Best Grade PORTLAND CEMENT Always on Hand.

Builders' Equipment Co.

917-919 Union Bank Building Winnipeg

Personal.

Mr. T. C. Bulloch, of Rapid City, Man., agent for the Balfour Implement Co., gave us a call during the early part of June.

Mr. Herbert Baker, chief accountant of the Massey-Harris Co., here, recently left for the East on a combined business and pleasure trip.

The John Watson Mfg. Co., of Ayr, Ont., recently issued a neat truck catalogue which fully describes and illustrates the many styles of trucks which they manufacture.

Mr. J. Robinson, of the Robinson Buggy Co., of Freeport, Ill., was in Winnipeg recently looking over the territory, with a view to placing his goods on this market.

A concern, to be known as the Canadian Fence Mfg. Co., has been incorporated at Woodstock, Ont., for the manufacture of wire fences, steel and iron posts, gates, etc., with a capital of $250,000.

Scott & Sproat, implement dealers at Fillmore, Assa., have dissolved partnership. The business will in future be carried on by Sproat & McConnell. We wish the new management every success.

THE PETER'S
Double-Cylinder Force Pump

The Pre-eminent Features Are—

SIMPLICITY.

The simplest and most perfect pump on the market.

DURABILITY.

A feature in which it excells all others. It has solid brass cylinders. The Pipe and Rods are all Galvanised, and it has *no stuffing boxes* to wear out.

EASE IN OPERATING.

Positively the easiest working pump extant. A 5-year-old child can operate it in a 50 foot well. By means of the two cylinders, one side will balance the other. All you do is to work the handle.

. CAPACITY. .

It has double the capacity of an ordinary pump, and, therefore, will furnish the required amount of water in half the time. It saves 50% labor.

CONVENIENCE.

Hose may be attached in an instant and you have a Fire Department in itself. Windmill may be attached to work one or both sides of the pump. It is positively anti-freezing and always ready for use.

We want every dealer to write us. It is to your interest. **W. JOHNSTON & CO.,** AGENTS
Manufactured by WINNIPEG, MAN.
Peter's Pump Co., Kewanee, Ill.

Mr. E. A. King has commenced in the implement business at Creelman, N.W.T. You have our best wishes, Mr. King. Dig in and get your name up. Don't forget our paper. Send in your subscription.

Jno. F. McKinnon, who is connected with Kelley & Beals, implement dealers at Edmonton, Alta., was in Winnipeg a short time ago, en route to the East, where he will visit his former home in Bruce Co., Ont.

Mr. O. T. Thompson, manager of the J. Thompson & Sons Mfg. Co., Beloit, Wis., was in the city about the middle of the month on an annual visit to the Frost & Wood Co., who represent his company in Western Canada.

Ritz & Voerger have commenced in the implement and lumber business at Humboldt, Sask. We wish you success, gentlemen, and feel confident that a year's subscription to our paper will be of much value to you. Try it.

The implement concern of Hunsperger & Atkins at Didsbury, Alta., has dissolved partnership. The business will henceforward be carried on under the individual management of Mr. H. B. Atkins. We wish you success, Mr. Atkins.

Mr. R. W. Robb, representing the Robb Engineering Co., of Amherst, N.S., was in Winnipeg recently in connection with the installing of four large 250 h.p. boilers and two engines in the new T. Eaton Co. block on Portage Ave.

Mr. G. E. Hanley, assistant general manager of the International Harvester Co., at Regina, has tendered his resignation to the Company, to take effect July 1st. What Mr. Hanley's future plans are have not yet been made public.

The R. McKie Buggy Co., of Plattsville, Ont., has decided to erect a reinforced concrete building for factory purposes at Hamilton, Ont. This structure will cost in the neighborhood of $10,000 and will be thoroughly modern in every respect.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., left for the East recently where he will visit the factory of the company at Brantford, Ont. It is expected that Mr. Mott will place his estimates for 1906 while at the home office.

Mr. S. H. Chapman, President and Manager of the Ontario Wind Engine & Pump Co., Toronto, recently left for England on the annual excursion of the Manufacturers' Association. Mr. Chapman is combining business with pleasure on this trip.

Mr. W. Duggan has commenced in the implement business at Camrose, N.W.T. We wish you every success possible, Mr. Duggan, and trust you will not overlook adding this paper to your list of publications received. Send us your subcription now.

Mr. O. P. Robb, manager of the Canadian Moline Plow Co., has just returned from a visit to the South and East. During his absence he visited the factory of the Moline Plow Co., at Moline, Ill., as well as going to Flint, Mich., and Sarnia, Ont.

A new concern under the name of Hicks & McLeod has commenced in the implement business at Fillmore, N.W.T. Gentlemen, accept our wishes for success. Don't forget to send in your subcription to our paper. We have something that will interest you.

Mr. Harry Speight, President and Manager of the Speight Wagon Co., of Markham, Ont., was in the city for a short time during the month, in connection with his firm's interests in this territory. The Fairchild Co., of this city, are their representatives in Western Canada.

The D. Conboy Carriage Co., of Toronto, recently purchased a new factory site, in that city, comprising about 150,000 square feet of ground, on which they will erect an up-to-date factory at a cost of $75,000. When completed about 200 men will be constantly employed.

Mr. H. P. Hansen, of the Ontario Wind Engine & Pump Co., is at present on an extended trip through the West in the interests of the Empire Separator Co. During his absence, Mr. Hansen will visit Prince Albert, Calgary and Edmonton and surrounding districts.

Mr. W. A. Hubbard, general traveller of the Aultman & Taylor Machinery Co., of Mansfield, Ohio, manufacturers of threshing machines and boilers, was in Winnipeg a short time ago looking over the situation with a view to introducing the goods made by his firm into Western Canada.

Mr. D. H. Cosgrove, a resident of Napinka, Man., recently constructed an automobile. He placed a gasoline engine in the rear of his democrat connecting same with the hind wheels by means of a chain belt. He constructed a satisfactory steering apparatus to work in connection with the front wheels.

J. L. Neilson & Co., Canadian agents for the Municipal Engineering and Contracting Co., Chicago, Ill., reports the sale of a No. 3 Chicago Cube Concrete Mixer to the Winnipeg Board of Works. He also reports the sale of two mixers of the same make to contractors of the International Water Power Development Co., at Fort Frances.

Mr. Archie Watson, manager of the John Watson Mfg. Co., is at present absent from the city on an extended Western trip. While away he will visit Banff and several points in British Columbia before reaching Vancouver. It is altogether likely that he will take a trip to the Lewis and Clark Exposition at Portland, Ore., before returning home.

Mr. A. E. Wayte, general traveller for the Fairchild Co., has just returned from a trip to the Battleford district, where he delivered a large shipment of "Fairchild" goods for the new British colony locating at Lloydminster. The Great West Saddlery Co., and the J. H. Ashdown Co., had also large consignments in the shipment. This was one of the first lots of freight to go over the new C.N.R. line into Battleford. Mr. Wayte reports crops as being in A1 condition.

Mr. A. E. Thompson, of Harris & Thompson, implement dealers at Killarney, Man., was in the city for a few days a short time ago. In speaking of general conditions Mr. Thompson said that spring trade was somewhat dull, that summer business was picking up slightly and that prospects for fall trade are exceedingly good. He reports the crop conditions in his section as exceptionally bright. The concern, of which Mr. Thompson is a member, represent the line of goods sold by the Balfour Implement Co., Ltd.

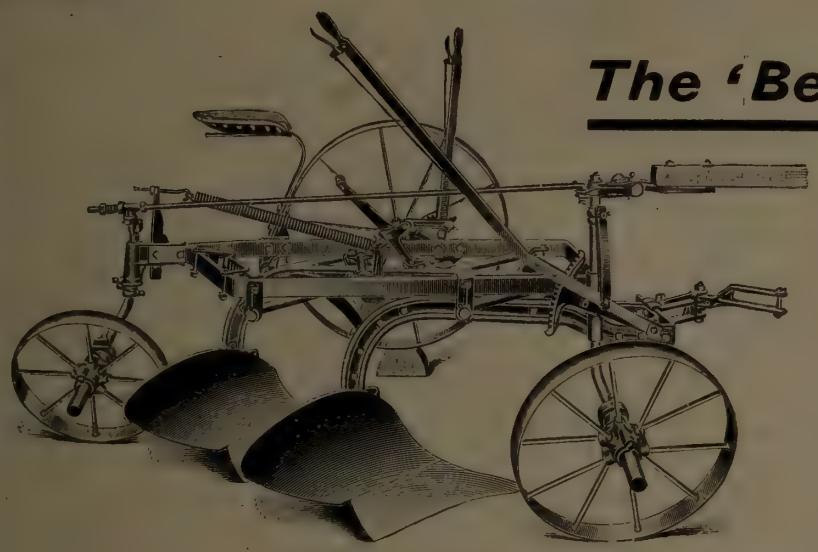
We have just received from Mr. M. J. Miller, Canadian representative of the David Bradley Mfg. Co., Bradley, Ill., a copy of their recently issued, specially condensed, catalogue of plows, and parts, suitable for Northern trade. This contains a large number of illustrations of the various styles of Bradley plows that have become very popular in this country. Any dealer can secure one by dropping a card to the David Bradley Mfg. Co., corner King and James Streets, this city. When writing don't forget to mention Canadian Farm Implements.

There is Satisfaction and Profit in Handling

The Moline Line

The "Flying Dutchman" Trade Mark

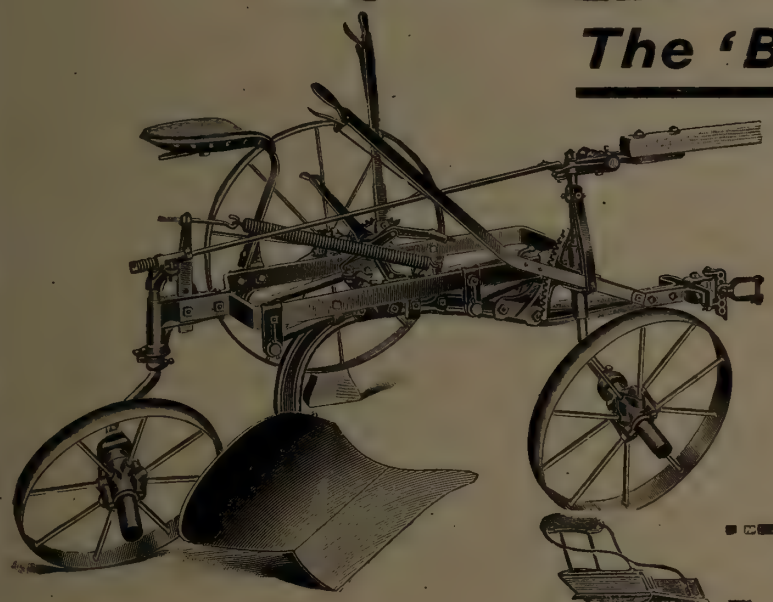
Denotes Quality, and the implements bearing this Trade Mark will not disappoint the purchaser. That's why



The 'Best Ever' Gang Plow

Cleaned perfectly in a recent competition and secured first prize. The distance was one-half mile, the land was very sticky and the "Best Ever" was the only competitor that cleaned throughout the entire stretch.

It's built right, which explains its success.



The 'Best Ever' Sulky Plow

Have you seen it? Built on the same principle as the Gang Plow; light draft, compactly built, strong, foot-lift, and can be operated by a boy.

Get our SPECIAL PLOW CIRCULAR; it's good reading and explains special features.

The 'Mandt' Wagon

A Wagon that will get you business. Have you bought your wagons for fall trade? No? Well, try the "Mandt" and see your wagon trade grow. It sells at sight, and every one sold is a canvasser that brings the dealer business, and you don't have to pay the wagon a salary.

Our stock is complete. We can load you a mixed car of Plows, Harrows, Wagons, Feed Mills, Etc

Canadian Moline Plow Co. Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.
Single copies Five Cents. Fifty Cents per year.
(Postage Paid Anywhere.)

ADVERTISEMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach this office not later than the 15th of each month—Cuts and Copy for New Advertisements can be received as late as the 20th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
4601 Champlain Avenue,
A. S. CORE - Representative.

WINNIPEG, MAN., JUNE, 1905

Probable Price Increase.

According to many trade papers from the United States it appears that there will probably be an advance in price of raw material essential for the manufacture of wagons within a short time. Some of the American manufacturers have stated that if there is to be any further advance in raw material, wagon prices will have to be advanced to meet this increase. Under the circumstances it would be well for dealers in Western Canada to be prepared for such an advance, not only on wagons, but sleighs as well, for there is little doubt that should an increase take place across the line, our market here would be similarly affected.

Our Invitation to You.

As is usual during the Exhibition a large percentage of the implement dealers of Western Canada will take advantage of the low railway rates to visit Winnipeg during Fair week, which, this year, is from the 20th to the 28th of July. To all these we wish to extend a cordial invitation to visit our office. We wish every implement dealer to feel that this office is his headquarters during his stay in our city, and we wish you to make use of it in every possible way that will be convenient to yourself. Have your letters addressed in our care, write your letters from here, arrange to meet your friends here, etc.

Our latch string is always out and we will be delighted to have you drop in and smoke a cigar with us. As our window faces Main Street we have one of the finest views of the business sections of the city that is to be had from the Union Bank building. Call on us, and give us a chance to shake hands with you, and let us have a talk on general conditions. We feel that we can be of use to you and that you can be of benefit to us. Our office is Nos. 901-2 Union Bank Building. Get off the elevator at the 9th floor. First door on the right. You cannot miss it. Be sure and pay us a visit.

We beg to extend this invitation to manufacturers, and all others interested in the trade.

Our Worry.

We recently noted in the daily press the fact that Andrew Carnegie had set aside $10,000,000 for the pensioning of college professors, and we also noted the fact that a prominent college professor made a strong protest against his brethren accepting such pensions. It strikes us that some people are too particular. The only thing that bothers us is that Uncle Andy's wealth is liable to run out before he reaches the missionaries in the implement business, whom, we believe, joking aside, have done as much for the advancement of agriculture by the introduction of labor saving and profit making machinery, as all the college professors on earth.

A Point in J. E. B's Letter.

We are in receipt of a letter from a subscriber, who signs himself J.E.B. This letter will be found in another column of our paper. We beg to thank the writer, not only for his letter, but also for his calling our attention to the policy pursued by some manufacturers, who sell goods to farmers at the same price as to the dealer, on the ground that the farmer has become their agent.

We have nothing to say in defence of this action and are of the opinion that such practices should not be followed by any reputable concern. The whole thing savors strongly of "catalogue-house" methods, and on this ground we feel justified in condemning it. No matter what may be said to the contrary the "catalogue house" and the "co-operative company" are the greatest enemies of the local dealer in existence, and for this reason we cannot see how any manufacturer or jobber can afford to do this sort of business.

We firmly believe that a manufacturer who is not represented in a certain town is at perfect liberty to sell his implement, machine or vehicle by mail providing he sells at his own price, plus the dealer's profit and the freight charges, but we also believe that he should make an effort to get an agent in that town, among the legitimate trade, at as early a date as possible. The manufacturer or jobber who reduces his price so that the consumer gets his goods at a lower price than were he getting them through a dealer is committing an act bound to be detrimental not only to himself, but the trade generally.

Tit for Tat.

A rather peculiar state of affairs has come to light recently in connection with the action of the Minnesota Implement Dealers' Association who, a short time ago, blacklisted and refused to sell implements and vehicles to members of the Minnesota Farmers' Exchange, and who also requested the jobbers and manufacturers to stop selling goods to this concern.

The Minnesota Farmers' Exchange was formed for the purpose of buying goods wholesale, boycotting the legitimate trade. Since formation, however, this association has found it impossible to secure goods, except through small manufacturers, or irresponsible jobbers, who sell to the consumer direct, and these not in sufficient quantity, with the result that they have laid, what they consider, their grievance before the Governor of Minnesota, requesting that steps be taken to compel jobbers and manufacturers to sell their product to them.

It is impossible to tell what action the Governor of Minnesota will take in the case, in view of the fact that there is a possibility that the action of the manufacturers, jobbers and dealers, may be so construed as to amount to an infraction of the anti-trust law that prevails across the line. We cannot see on what grounds the farmers can justify their complaint. They first organized for the purpose of boycotting the dealer, in an endeavor to buy goods less the dealer's profit. Instead of being able to do this, in sufficient quantity, they have found that the manufacturers have stood behind the dealer, with the result that they have been unable to secure implements and vehicles, necessary for the successful carrying on of their co-operative scheme. Now they are squealing. We do not blame farmers for endeavoring to buy goods as cheaply as possible. It is human nature. We all want the best article for the least money, but we think that when a dealer has invested his capital in a stock of implements and vehicles, which he keeps on hand ready to supply the demand, that he is entitled to a legitimate profit on his wares. We will watch the Governor's action in the matter with considerable interest.

Does Your Lid Rattle?

During a recent gathering of retail merchants, held in Minnesota, one of the speakers of the day got off a new thing in the line of pithy observations. During the course of his address he said that he had very little use for the man "whose lid did not rattle" occasionally. He cited his reason for the use of these words by telling his audience that enthusiasm in business often reminded him of boiling water in a tea kettle. All have noticed how the kettle lid will rattle when water has reached the boiling point. He considered steam and enthusiasm both amounted to the same thing in their respective spheres. The man "whose lid does not rattle" occasionally, is, as a rule, a dullard. He has not got the "get up and get" style so essential to success, consequently he has nothing to get enthusiastic over, therefore his "lid never rattles." Does yours?

Telephone Facts.

There are now 3,315,000 telephones in use in North America. There are 65,000 wage earners and 15,000 salaried officials and clerks, whose livelihood is directly traceable to the electrical transmission of speech, and whose salaries amount to something like $36,000,000 annually. These facts will be most surprising to many who remember the doubt and discussion the practical utility of the telephone received shortly after its invention and before it came into general use.

"Good temper is like a sunny day; it sheds its brightness on everything."—W. G. Willis.

IN LINE FOR AUTOMOBILE PARADE

Photographed specially for CANADIAN FARM IMPLEMENTS

Fire Causes Serious Loss.

We regret to report the total destruction by fire, of the mammoth seven storey building and the magnificent stock of the Scott Furniture Co., of Main Street, that took place on the evening of the 13th inst. The fire was started by a flash of lightning, from the worst electrical storm we have had this season, travelling down the fire escape and igniting in the ground floor. The flames spread with amazing rapidity, the large elevator passage acting as a flue and carrying the fire to all floors almost immediately, thus making it the hottest conflagration the local brigade have had to contend with for a considerable period. The water pressure was exceedingly poor, due, in a measure, to the bursting of a main on Garry Street, a short distance from the scene of destruction. Four firemen were injured, but none seriously, through coming in contact with a live wire. The walls fell outward entirely demolishing a number of small wooden stores adjoining. The building was erected last year at a cost of $60,000 and contained stock worth $80,000. It was insured to the amount of the latter figure.

During the 15th and 17th of June, Winnipeg celebrated the opening of her initial Horse Show, and while the effort left much to be desired, a start was made, and better results will undoubtedly follow at succeeding events of the kind. The weather was most unfavorable throughout the entire week in which the Show was held and necessitated a postponement from the original dates, 14th and 15th, to those given above.

The general quality of the horses shown was slightly above the average, and there was a fairly large entry list. The various prizes were keenly contested, and the gymkhana and polo events proved most attractive sections of the programme. Probably one of the best features and the most interesting to many of our readers, was that part of the show dealing with automobiles. The automobile parade, a photo engraving of which we show herewith, was one of the principal events of the entire exhibition. There were several beautifully decorated machines in line, demonstrating that the enthusiasts spared no pains in getting their machines to the fancy point. The first machine in the line-up is that of Mr. D. H. Bain, the second that of Mr. Jos. Maw, and the third that of ex-Mayor Arbuthnot. This latter car, which is a Cadillac, was awarded the prize for the "best decorated vehicle in the parade." It was gorgeously banked by poppies and green leaves and presented a most pleasing and attractive appearance.

The auto races were another feature that took exceptionally well. The prizes were about equally divided between the Marion and Olds machines, the property of Joseph Maw; and the Cadillacs and Darracqs belonging to Messrs. McCulloch & Boswell.

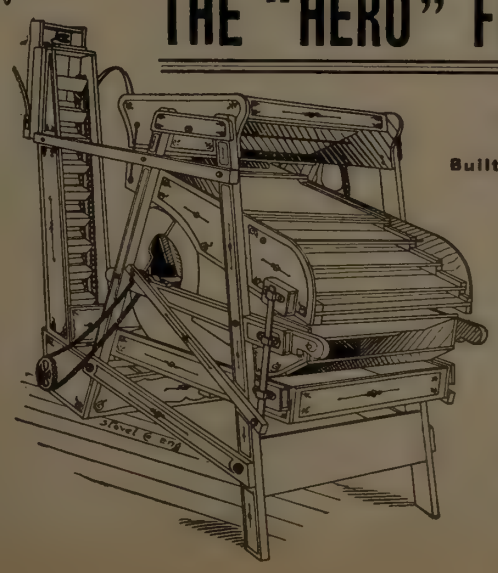
Keeping the Rain Off.

A couple of young ladies hired a livery horse to make a drive into the country. The liveryman told them the horse would be all right if they kept the rein away from his tail. On their return they were asked by the liveryman if they had any trouble. "Oh, no," said one, "there was one little shower, but we had an umbrella over his tail so that never a drop touched it."

Applaud us when we run, console us when we fall, cheer us when we recover, but let us pass on—for God's sake let us pass on!

—Burke.

THE "HERO" FANNING MILL



LATEST IMPROVED

Built In Winnipeg to Suit Manitoba and Territorial Grain

This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo– and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

MANUFACTURED BY

DOW WADGE IMPLEMENT CO.

WINNIPEG, MAN.

A Case of Fool Judgment.

"Through an advertisement appearing in a paper, which I considered reputable, I borrowed money to invest in the scheme advertised, but I lost every cent." Such is the pathetic wail of an individual who sought to get rich quick; one who was looking to get something for nothing. He now lays the blame to the newspaper and has filed some bitter remarks against what he terms his "hard luck." The question arises was the newspaper to blame? In our opinion, it principally deserves the blame, for giving publicity, in its advertising columns, to a fake scheme.

The defence usually put forth by managements of papers accepting such advertising, is that they were not aware that the advertisement was inserted by a concern making a practice of duping the public. In reply to this defence we would say that if they knew nothing of the people who wanted the space they should have made enquiries regarding their standing before accepting the advertising. The average advertising men can go through any publication and point out 95% of the fake advertisements contained therein, thus we are convinced there is some justification in the claim of the individual who was duped, he believing that the paper was a reliable one, one that would only carry advertisements from reputable concerns in its columns. All strictly reputable papers refuse to accept this class of doubtful business, and we are glad to number ourselves among them.

One writer on the subject says: "It is manifestly unfair to hold a paper responsible for the doings of its advertising patrons." We cannot see why it is unfair. If a paper is endeavoring to carry on its advertising business in the most creditable manner, full investigation should be made before a doubtful advertisement is accepted. Some newspapers accept advertising indiscriminately without any hesitancy, and the result is that, in many cases, their patrons suffer serious loss.

With the reader of the advertisement the matter, however, assumes another aspect. No person should go into any scheme without making a thorough examination of the business of the concern advertising. If everything is not all right, and as it should be, careful and full investigation will invariably disclose the defects. Every man is expected to be able to judge for himself, he should, therefore, be prepared to take his chance with the rest of us. The get-rich-quick scheme is always a fake and the man who pours his money into such a sieve must expect it to leak out. It is not a matter of "hard luck," it is a case of fool judgment. The mere fact that any business enterprise offers something for nothing is all that is necessary to brand it a fraud.

Twine Market Steady.

There is practically nothing new in the binder twine market, the general situation being about the same as at our last report. According to some despatches, there is a slight tendency to lower prices among dealers in certain sections, but, from our most authentic sources, we learn that, if anything, the market is a trifle stronger. Crop reports from all over the continent show that the outlook gives promise of an abnormally large harvest, and, with this in view, many claim that there is not enough twine in sight to supply the demand. In view of this fact, we expect to see the market get more active, with probabilities of a slight increase in price during the next six weeks. There is, however, no change in the prices we quoted in our May issue.

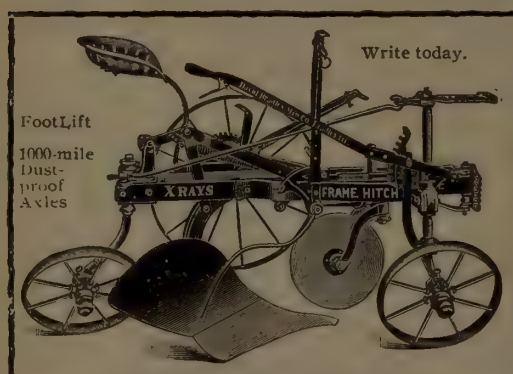
The "good fellow" is a "has-been" in the business world to-day. The man who commands business is the man who knows his business backwards, forwards and upside down.

Binder Twine War.

From several newspaper reports received at this office indications point to the biggest binder twine war in the history of this country, the field of operations being that part of the United States lying along the Pacific Ocean. The principals in this struggle are the Tubbs Cordage Co., of San Francisco, the Portland Cordage Co., of Portland, Oregon, on the one side, and the International Harvester Co. of America and their agencies on the other. The home concerns are prepared to make a hard fight, for their existence is practically at issue, and if the International Co. win it will only be after a prolonged contest.

It is learned that the International Harvester Co. have threatened to cancel all contracts for binders with agents who handle any other make of twine than their own. In view of this fact their opponents have determined to market their own product on their own account, through agents of their own employing or in any other feasible manner. The fact that the Pacific Coast manufacturers have heretofore turned out an excellent quality of twine, that they are much closer to the Philippine Islands, from which the hemp supply is received, and that their freight charges on their raw material is lower than that of the International Co. gives them a decided advantage in this struggle.

The market is at present practically demoralized owing to farmers refusing to order twine, in the hope that a twine war will be inaugurated, from which they alone would get the benefit. The struggle will be watched with interest.



Bradley X Rays Frame Hitch Sulky
A boy of 10 years can handle it.

IT PAYS TO SELL THE

BRADLEY X RAYS
Frame Hitch Sulky

For it is a plow that has been tried by the most exacting farmers and given the best of satisfaction. It is a Frame Hitch Plow, High Lift, High Wheels, Wide Coulter Bearings. Patent Stop on Frame for beam to rest on, making the wheels carry all of the load, leaving no weight or friction on the bottoms. Perfect Foot-Lift—hands always free to handle team. Furnished with 1000-mile Magazine Axles and our celebrated "Garden City Clipper" Bottom.

We make a full line of Farm Implements. The Bradley proposition is a paying one. Better call on us or write to our Canadian Representative in Winnipeg.

DAVID BRADLEY MFG. CO., Winnipeg, Man.
McRae Building, cor. King & James Sts.
M. J. MILLER, Canadian Representative.
Head Office and Factory: BRADLEY, ILL., U.S.A.

THEY ARE GROWING—
THE CAPACITY OF OUR FACTORY AND ITS ANNUAL OUTPUT; OUR LIST OF CUSTOMERS, AND THE VOLUME OF OUR SALES; THE POPULARITY OF OUR GOODS (AND THAT IS OUR GREAT SATISFACTION)
—BECAUSE—
THE 4 MAPLE LEAF BRANDS OF BINDER TWINE
HAVE PROVEN THEMSELVES TO BE

TRADE MARK (REGISTERED)

Best for the FARMER To Buy to USE,
Therefore
Best for the DEALER To Buy to SELL.

WRITE FOR SAMPLES AND PRICES.

GILT EDGE, 650 ft. Pure Manila
GOLD LEAF, 600 ft. Manila
SILVER LEAF, 550 ft. Standard Manila
MAPLE LEAF, 500 ft. Standard

The Brantford Cordage Company, Limited, Brantford, Canada.

Personal—*Continued*

Mr. Geo. Forsyth, manager of the Regina Branch of the Massey-Harris Co., is at present visiting the factory and home office of the company at Toronto.

The business hitherto carried on under the name of E. E. Devlin & Co., importers of Chicago aermotor windmills and pumps, Austin & Howell's well-drilling machines, etc., has been changed to the Devlin-Tyrrell company with Mr. C. S. Tyrrell, late of the Hudson's Bay Company, as local manager, with offices and showrooms at 140 Princess Street, Market Square.

Mr. A. C. McRae, has gone East on a business trip of about three weeks' duration. During his absence he will visit the Palmerston Carriage Co., at Mount Forest, Ont.; John Campbell & Sons, London, Ont.; Ottawa Car Co., Ottawa, Ont.; Borland Carriage Co., Stratford, Ont.; and the Milburn Wagon Co., of Toledo, Ohio. While away he will also visit friends at Gananoque, Ont. Mrs. McRae accompanied him.

Mr. M. J. Miller, Canadian representative of the David Bradley Mfg. Co., of Bradley, Ill., recently returned from a trip up the Prince Albert and main lines of the C.P.R. He reports splendid crop prospects, due to fine warm weather and sufficient rain. New towns are booming all along the lines he travelled. He stated that he had a successful trip and that the implement business is in an exceedingly satisfactory condition, with better prospects.

Mr. J. A. MacDonald, our old friend who recently left Fort Qu'-Appelle to engage in the implement business at Lipton, Assa., gave us a call a short time ago. He reports everything in the vicinity of Lipton as "finer than silk." The crops are coming along well. There has been abundant rain and warm weather, and the farmers are jubilant. The implement business is fairly active and the prospects for future sales are exceptionally bright. If John A's. personal appearance is any indication we heartily agree with him and think that the implement business must be in about the same condition as things in the vicinity of Lipton, Assa.

Just before going to press we have been informed, in fact we have seen the statement in type, that our old and esteemed friend, Mr. John E. Menzies, implement dealer at Minnedosa, is giving up business. We have been aware for some time that it was Mr. Menzies' intention to drop out of the implement and vehicle business, but we had hopes that it would not be for a considerable period yet. Mr. Menzies has made a success of the implement business. He has been engaged in it for a long time and has had his share of buffets and defeats in connection with it. Undaunted, however, he has kept right at it, and we have no hesitancy in saying, that Mr. Menzies will have no difficulty in "keeping the wolf from his door" for the remainder of his days. In 1904 and also 1905, Mr. Menzies was elected President of the Western Retail Implement Dealers' Association, of which he has, since its inauguration, been an active member. While the Association has not been all the success desired, the fault lies not with the President, for he has ever, and always, been a most painstaking official in its interests.

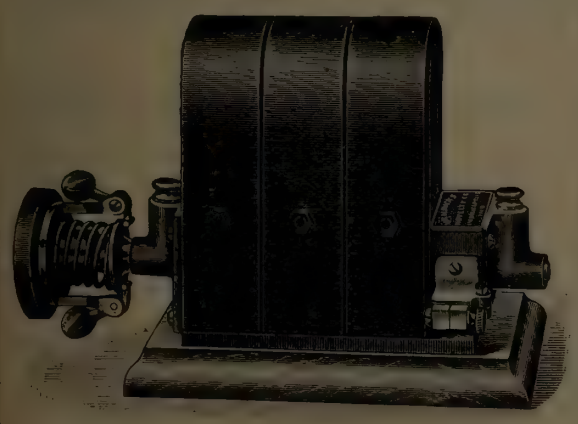
This is the month of weddings, therefore it is in order that we should receive calls from newly married couples. A visit of this kind that gave us a good deal of pleasure recently was that of Mr. T. C. Tinline, of Toronto, and his bride, formerly Miss Bessie Brown. Mrs. Tinline, we might mention, is perhaps more widely known to the implement trade than any other lady in Canada, having had charge of the office of our sister paper, Canadian Implement & Vehicle Trade, since its inception. Mr. Tinline is assistant manager of the Wilkinson Plow Co., of Toronto, and has a wide and favorable acquaintance with both manufacturers and dealers all over the country. That both these young people are exceedingly popular in their home town is attested by the number of valuable and useful presents received by them, among which were two handsome sets of silver; one being from the employees of the Wilkinson Plow Co., and the other from Canadian Implement & Vehicle Trade. On the eve of his wedding, Mr. Ffolkes, manager of the company with which Mr. Tinline is connected, presented him with a handsome cheque. Both Mr. and Mrs. Tinline have previously visited Winnipeg on separate occasions. They speak in glowing terms of the improvements made here and marvel at the city's rapid growth. They, however, consider Toronto an ideal city in which to reside and are making their home there. We have much pleasure in wishing Mr. and Mrs. Tinline long life and happiness.

Excellent Maps.

The Stovel Company, engravers, lithographers and printers, of this city, recently handed us a complete series of their vest pocket maps. These are the neatest thing in the map line that has ever come to our notice. Printed on a fine quality of paper these maps compare favorably with any we have ever seen, both in workmanship and fullness of detail. They are indexed throughout. The Company are to be congratulated on their efforts. As we understand they are the only concern in the Dominion that are able to engrave maps by the wax process; in fact there are scarcely half a dozen in America equipped to execute this class of work.

Building New Warehouse.

Deere & Co., of Moline, Ill., recently commenced the erection of a five-storey warehouse, of the latest type of mill construction. It will be one of the finest buildings of the kind on the continent, and will be connected with the other branches of the concern by an elaborate conveying system. When completed this structure will cost in the neighborhood of $100,000.



Save Your Batteries

by using a

"Henricks Magneto"

It is an Automatic Sparker run off the Flywheel of your Gasoline Engine by means of a Friction Governor Pulley. It not only does away with the use of Batteries, but saves Gasoline as well, for it will ignite charges that are a little too weak or too rich and gets work out of them that a Battery would not.

BOOKLET FREE. AGENTS WANTED.

COOPER GASOLINE ENGINE CO., 313 DONALD STREET, WINNIPEG.

Fairbanks' Standard Scales

We are prepared to sell

OUR WAGON SCALES

on a Commission basis and will quote terms on request

The Canadian Fairbanks Co., Ltd.

WINNIPEG

Thinkers Prefer Quality.

It is an admitted fact that many dealers, and also farmers, are carried away with goods that have only price to recommend them. Too much attention is given to cheapness and not enough to quality. The craze for cheapness has become so prevalent that now many implements and vehicles are turned out more with a view to pleasing the appearance than for practical use and durability. This, in a considerable measure, is the direct result of the establishment of the mail order "catalogue house." Concerns of this type have found that plenty of paint and varnish, well applied, will cover a multitude of defects, that are, as a rule, found on the implements sold by them.

Following the publication of an expose of a separator manufacturing concern, made by a prominent trade paper across the line, which we reproduced in our last issue, a reader said to us: "How do you reconcile your statement that the catalogue house turns out a poor quality of goods, when you say they are selling the same identical separator as that sold by the implement dealers of Iowa, and elsewhere?" The question is rather a staggerer, but we made it clear to him, or tried to, in the following manner.

We do not claim that all the goods turned out by the "catalogue house" are worthless. We have never claimed that. What we do claim is that the bulk of these goods are not equal in quality to those sold by the implement dealer. Were the "catalogue house" to sell goods of equal quality with those sold by the local dealer, it would be in business but a short time, as the difference between local freight rates and carload rates is so great as to change the price, to the consumer, in favor of the local dealer. But when by cutting prices, and, as a rule, supplying inferior goods, for the bulk of the product of the "catalogue house" is admittedly inferior, it cuts into the legitimate trade of the local dealer, then we consider the dealer has cause for complaint.

There is nothing to be gained by the dealer, or the farmer, who purchases low priced goods of poor quality. It is much more profitable to pay the difference and secure vehicles and implements, guaranteed to give satisfaction, not only in practical use, but in lasting qualities. Low price is undoubtedly a strong lever in alluring customers, but the farmer who buys a cheap article is likely to forget that he only paid the price for an inferior article, when that article does not give him satisfaction, consequently to the manufacturer or dealer a customer is lost.

The dealer who makes it his business to talk quality rather then cheapness, and can deliver the goods, is the one that will attract customers to his place of business, and such customers, as purchase, will remember the satisfaction and durability of the goods bought long after the price has gone from the mind. Cheapness is the bait that draws the unthinking buyer, whereas quality is of supreme importance to the thinker. He is a wise dealer, or farmer, who is a thinker.

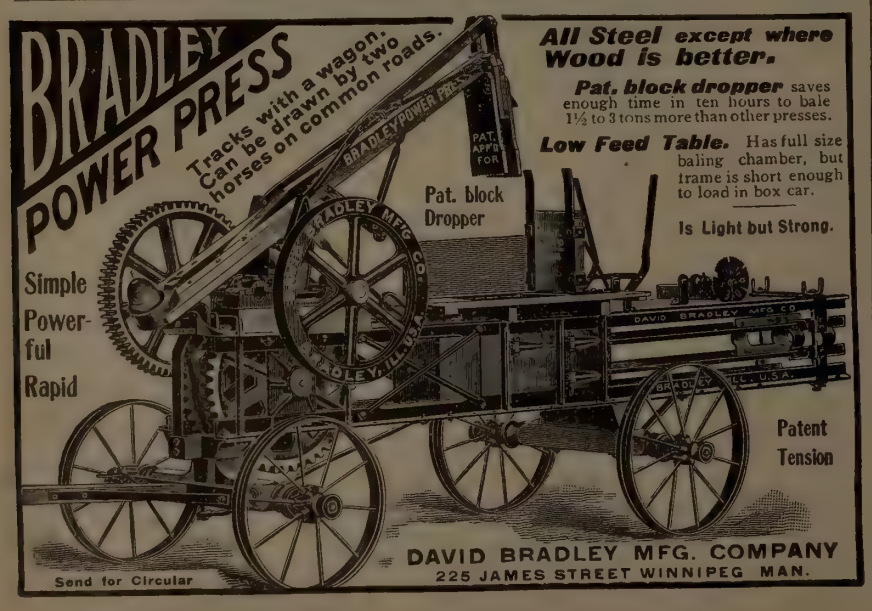
Price Cutting Poor Policy.

"He cuts prices." What a vast amount of information we glean from this short sentence. What an amount of thought and train of ideas it brings to the mind of the modern business man. How well he knows the evil effect if one man indulges in this practice in order to force another man out of business. The old and the wise dealer never favors this policy. He knows the results to be derived from this sort of business and does not believe in a policy of retaliation. He would prefer to meet his competitor and discuss a scale of prices and profits with him. If all men could see this question in the same light how little trouble there would be in business life.

We hear on every hand that "Competition is the life of trade," and so it probably is, but competition is not necessarily cutting prices and adopting other means for the wresting of the trade from "the other fellow." The worst offender in the matter of cut prices is, as a rule, the latest addition to the business. He deems it essential to his success to force the other man to the wall, if not by fair means, then by any other he cares to adopt. The result is that he arouses the ire of his brother dealer and the trouble has commenced. How often we have heard one man say, "Well, if he can afford to sell at that price I guess I can go him one better." The result is that both are losing heavily to the benefit of their customers, who are generally anxious to see such trouble because they will then be able to purchase goods for a reduced price.

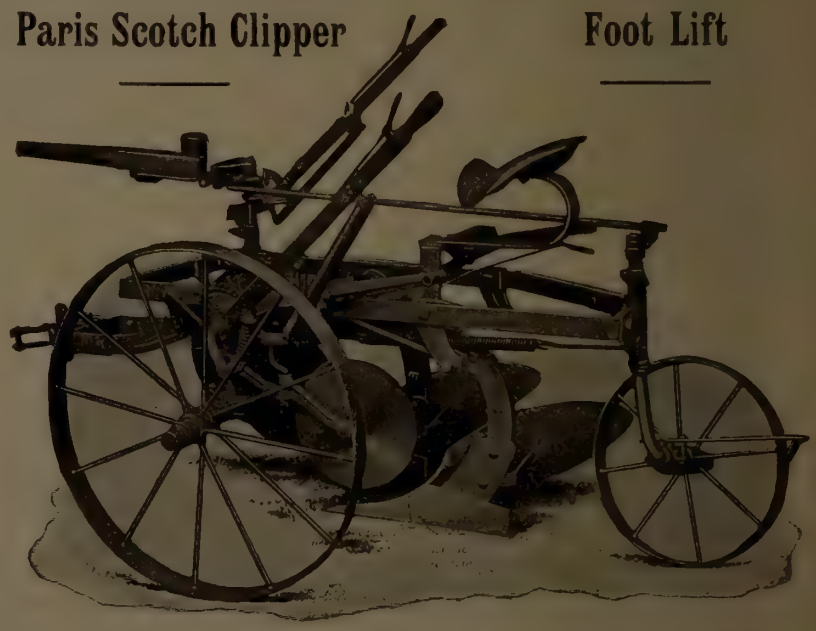
How much better it would be for the dealers to get together and arrange some scale of prices. How much better each would get along. More money would be made and a better relationship would exist. No concern can live that does not make normal profits. If the co-operative concern is a failure because of this fact, why then should the dealer expect to succeed in such tactics. The question is one that can only be settled by a complete understanding among the merchants of a town as to what prices they will charge. The dealer who is prepared to meet his competitor half way has accomplished something, and if an agreement is reached so much the better for all concerned.

Ambition is the world-moving lever that achieves. Many a man, whose ambition is not awake to life's opportunities, falls far short of the possibilities which his limitations encompass. Have faith in yourself! aim high! work! The results will bring a satisfaction that will amply repay you.


BRADLEY
POWER PRESS
Tracks with a wagon. Can be drawn by two horses on common roads.
All Steel except where Wood is better.
Pat. block dropper saves enough time in ten hours to bale 1½ to 3 tons more than other presses.
Low Feed Table. Has full size baling chamber, but frame is short enough to load in box car.
Pat. block Dropper
Is Light but Strong.
Simple
Powerful
Rapid
Patent Tension
DAVID BRADLEY MFG. COMPANY
225 JAMES STREET WINNIPEG MAN.
Send for Circular

M. J. MILLER Canadian Representative

Paris Scotch Clipper Foot Lift



PARIS PLOWS

Gang, Sulky and Walking Plows
Disc and Drag Harrows
Straw Cutters, Grain Grinders
Manure Spreaders, Wheel Barrows
Studebaker Farm and Delivery Wagons
Municipal and Contractors' Supplies

STEWART NELSON CO., LTD.
Cor. Nena and Logan Sts. WINNIPEG, MAN.

The Point of Utility.

A Wisconsin agricultural expert says various tests and observations have demonstrated that for general farm crops, moderate dressings of manure, spread frequently, evenly and widely over the farm, will bring larger returns than when it is applied in large quantities to limited areas at long intervals. Herein lies the great utility of the manure spreader. Let no dealer longer ignore the opportunities afforded by this machine.

Rules of a Montana Hotel.

In a little mining town up in Montana there is a hotel in which there is posted a notice to guests which reads as follows:—

READ THIS.

Guests of this hotel will please bear in mind that we will not be responsible for either their lives or their property. There are places convenient where valuables may be deposited for safe keeping, and where life and accident insurance policies may be secured.

Guests are requested to use proper care and caution when shooting at each other in the dining room, as a reckless discharging of firearms is liable to result in the unnecessary killing of innocent and unsuspecting parties.

Guests will be expected to pay for whatever tableware they break in throwing at one another. This rule will be insisted on.

If guests have any complaint to make regarding the conduct of waiters, they will please not come to us about it. The waiters carry pistols, and are supposed to know how to use them, and they will settle all their own difficulties.

Guests must not put their feet on the table, especially if ladies are present. The act may be harmless enough, but there are fastidious people who object to it, and we are here to cater to the highest and most refined class of society.

Guests who are not willing to sleep in the same bed with another guest need not stop at this hotel. We do not care for the patronage of people who want the earth, with the moon thrown in, for one dollar.

This hotel positively will not bear any part of the funeral expenses of people who get killed while stopping here—not even of those who are forced to shoot in the interest of society and good order.

Guests wishing to attract the attention of a waiter are requested to call or whistle for him. This is better than shooting him through the ear or nose, and besides, it will save funeral expenses.

The public will bear in mind that this is no cheap house, but that it is a first-class, high-toned hotel. Therefore guests are expected to conduct themselves in a gentlemanly, well-bred manner. This will be strictly insisted on, even if it be necessary to resort to the use of our guns.

THOMAS P. MONTFORT.

The Devil and the Lawyers.

The devil came up to the earth one day
And into a court house wended his way,
Just as an attorney, with a very grave face,
Was proceeding to argue the points in a case.

Now a lawyer his majesty never had seen,
For to his dominions none ever had been,
And he felt very anxious the reasons to know
Why none had been sent to the regions below.

'Twas the fault of his agents, his majesty thought,
That none of the lawyers had ever been caught,
And for his own pleasure he felt a desire
To come to the earth and the reason enquire.

Well, the lawyer who rose with a visage so grave,
Made out his opponent a consummate knave,
And the devil was really most highly amused
To hear the attorney so greatly abused.

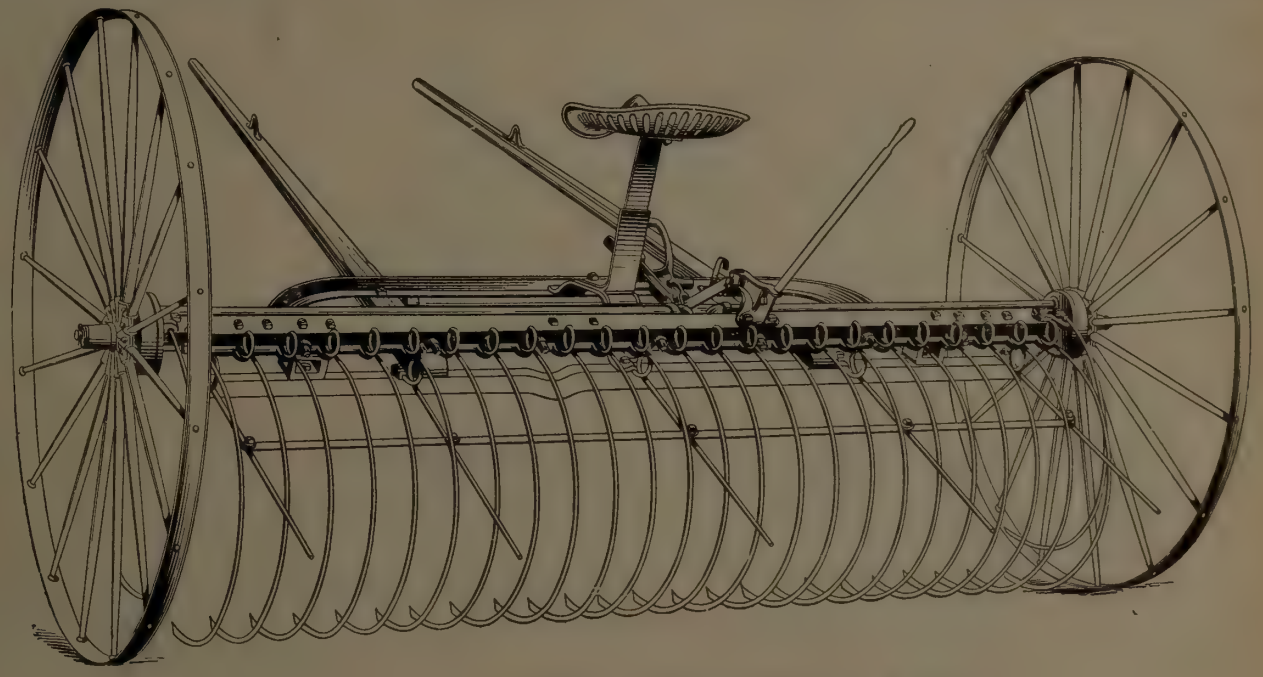
But soon as the speaker had come to a close
The counsel opposing then fiercely arose
And heaped such abuse on the head of the first,
That made him a villain of all men the worst.

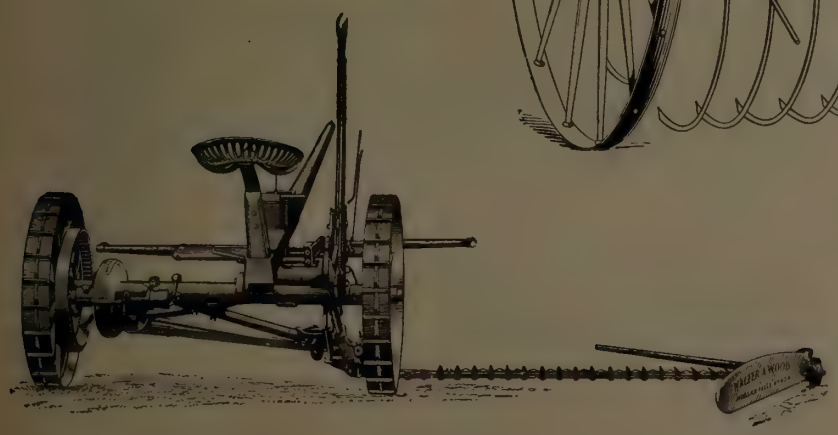
Thus they quarrelled, contended and argued so long,
It was hard to determine which lawyer was wrong,
And concluding he had heard quite enough of the fuss,
Old Nick turned away and soliloquised thus:

"If all they have said of each other be true,
The devil has surely been robbed of his due,
But I'm satisfied now, it's all very well,
For the lawyers would ruin the morals of hell.

They've puzzled the court with their villainous cavil,
And I'm free to confess they've puzzled the devil;
My agents are right to let the lawyers alone,
If I had them they'd swindle me out of my throne."

PLACE YOUR ORDERS NOW!





New Century Line
of
Hay-Making Machinery

Manufactured by
THE WALTER WOOD CO.
HOOSICK FALLS, N.Y.

Sold by The Balfour Implement Co., Limited
913 Union Bank Building WINNIPEG, MANITOBA

Correspondence.

Editor,
Canadian Farm Implements,
Winnipeg, Man.

Dear Sir,

Allow me to express my appreciation of your most valuable paper. I must say that it is a paper devoted entirely to implement dealers, and every dealer should be a subscriber, as the articles appearing each month are very suggestive and helpful. Your motto seems to be "Hew to the line, let the chips fall where they may." A proper motto.

Your article on page 21 of your May issue, re "The Coming Catalogue House" is a good one, and I would like to see some action taken along the line you suggest.

Regarding Wholesalers. I put in no little time recently canvassing a customer, a farmer, for the sale of a windmill, and after the second or third call he informed me that he had the agency for a windmill, and that he was getting his mill for the same price that it would cost me. Another farmer purchased a buggy on the same basis, another a separator, and so it goes. I can name several cases where, if the farmer wants a certain article, all he has to do is to ask for the agency, and the result is that the dealer is cut out, except when something goes wrong with the machine, then the dealer comes in very handy.

I think that it is high time that dealers at country points were getting their thinking caps on. I feel confident that all interested will agree with me when I say that the local dealers of Manitoba and the North West Territories do more to tearing down their own business than all other forces combined. We have not the chance of a wolf on the prairie. We are blocked at both ends. In view of this circumstance let us do something to place the present Retail Implement Dealers' Association on a better basis. We are sadly in need of the services of the Association at the present, in fact, I feel quite safe in stating that the dealers of Manitoba and the North West Territories never were so badly in need of an organization of this sort than they are now.

I would like to have some of the dealers express themselves along these lines. Canadian Farm Implements invites our views. Now is your chance. Open up. Show what you are made of and where you stand.

Thanking you, Mr. Editor, in anticipation of your giving these few lines space in your paper, I am,
Yours, For Dealers' Rights,
J. E. B.

Regina Will Celebrate.

Dominion Day is to be fittingly celebrated at Regina. On that day the inauguration of the two new Provinces, Alberta and Saskatchewan, will take place, thus furnishing the occasion for a most elaborate programme of ceremonies. Public addresses will be given by Sir Wilfrid Laurier, who has signified his intention to be present, and other representative men of the Dominion. A parade will he held and an excellent programme of sports has been arranged. In the evening a splendid display of fireworks will take place.

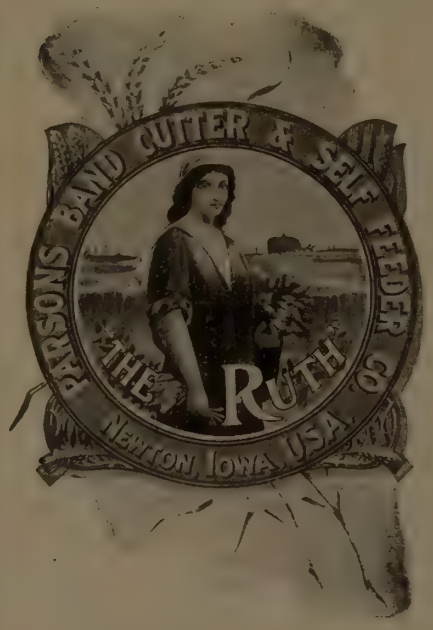
Swindles and Investments.

As a matter of course, swindlers are clever people. Were they not they could not get the money of others without more toil than is agreeable to them. And because they are clever they seldom work fields which are generally well known. Such fields are left for that vast majority who are conservative.

Nor are the swindlers much given to do the work of the pioneer. That also requires much effort; so the swindler chooses the mining fields which have paid richly, the orange groves, the banana plantations, the rubber trees, the sugar cane, the coffee hacienda, and with their known reputation to support his net, he spins his web and waits for flies to walk into his parlor. Whatever else the swindler may do, he seldom is guilty of choosing, as the field of his operations, a scene where he will himself have to dig up the truth and prove the richness of the field.

So it has become a recognized fact that whenever an industry is used by swindlers as a means for catching the dollars of the masses, that industry must have much genuine merit. Still, many are foolish enough to turn away from an entire and often great industry, known to be profitable when conducted with fair ability.—New York Commercial.

Dealers can make a greater success of their business by becoming better acquainted with their customers. Try it.

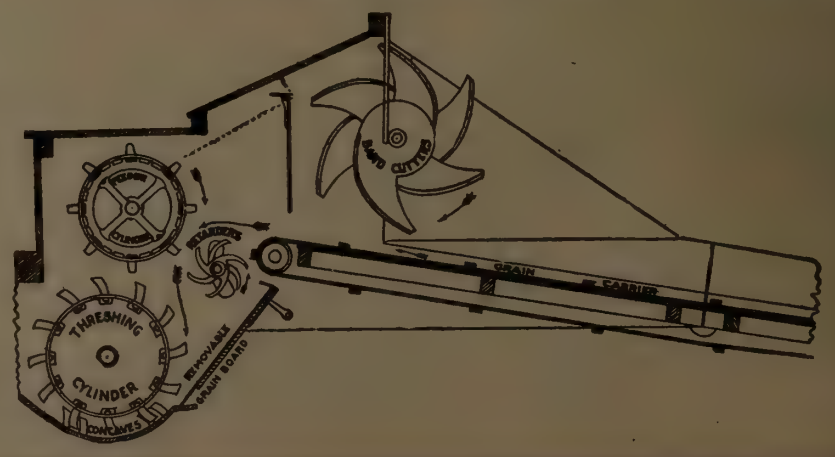


It Is the Best Feeder

For the Dealer — Because it sells well and STAYS SOLD
For the Thresher — Because it attaches easily; runs steadiest; lasts longest
For the Farmer — Because it helps the machine to thresh better

THE RUTH has performed best in every trying kind and condition of grain.

MACHINES AND REPAIRS IN STOCK IN WINNIPEG



Parsons Hawkeye Mfg. Co.
SALES AGENT
140 PRINCESS ST., WINNIPEG, MAN.

It Should not Require a Calamity.

The following valuable article recently appeared in the Implement Trade Journal. It contains much sound thinking, and applies with just as much force to the implement dealers of Western Canada, as it does to those in the territory through which the Journal circulates:—

"If men could only be made to realize that in addition to the personal satisfaction one feels when one has done one's duty, it pays in cash returns to be generous and public-spirited, there would be less difficulty in organizing local clubs of retail dealers, and instead of having to coax men to attend the meetings they would be anxious for the date of meeting to arrive.

"Sometimes men learn this lesson by costly experience. The writer has in mind a certain town in the Southwest that had attained considerable size, but which reached a point where the growth of the town had practically ceased. Like hundreds of other towns it ceased to grow, because the business men of the town were at war with each other. Instead of working together to advertise the town and build it up and induce others to locate there, they had become selfish and each was trying to build up his own business by attempting to tear down that of his neighbors. Strife and jealousy had reached the point where the leading businessmen passed each other on the street without speaking, and, of course, they never thought of trying to get together to devise ways and means to work together for their own good and the good of the town.

"There was in this town one firm much stronger financially than the others; it conducted the largest store in the town, and naturally, did the most business. The proprietors of the smaller stores were jealous and did all they could to get customers away from the larger store, and the owners of the larger store were trying to run the 'little fellows' out of business.

"One night fire broke out in the business portion of the town and almost completely destroyed it. As is usual at such times everybody fought the common enemy and for the time being forgot that they were at war with each other. It so happened that the big firm had a warehouse that the fire did not destroy and which was filled with goods, and before the fire had finished its job telegraphic orders had been sent for several carloads of goods. The men who owned the 'big store' held a meeting, and after discussing the situation issued a call for a meeting of all the business men and they said to their competitors in effect: 'We have a warehouse filled with goods, bought at the lowest quantity price, and we have more coming; whatever we have that any of you men can use in your business you may have at exact cost to us and pay for it when you get ready.' This action broke down the old wall or partition that had separated the merchants of that town. The smaller dealers were encouraged and everyone prepared to rebuild; an organization of the business men was formed and the town took on a new growth, with everybody working together for the business interests of the town. They all made more money than they ever did before and there was no 'knifing' of each other.

"It should not require a calamity to bring business men together. Common sense should teach them that more goods can be sold in a community where the merchants work together for the upbuilding of the town and that the man who deals squarely with his competitor will sell just as many goods, yea, more goods than he who is always seeking an opportunity to 'do' the other fellow."

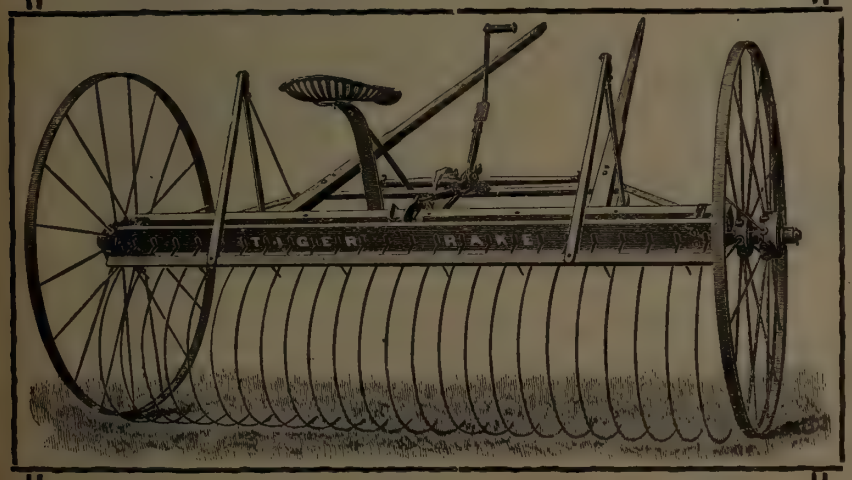
"Too Much Yapee Yapee no Good."

It is not what a dealer says but what he does that counts. A man's actions, rather than his sayings, determine his ability and worth. Many are prone to talk too much. It is a failing of the majority. Much talk does not win business. The most beautifully worded sentences are not money getters from a business standpoint. The Chinese who say, "Too much yapee, yapee, yapee, no good," about hit the nail on the head. Many dealers have found this true in their advertising experience. Figures and fact count; facts that are right to the point, figures that do not deceive. All people are not from Missouri, but all people want to be "shown" when it comes to a question of buying. One writer has termed this the "show me" age. He hit it. People have to see to be convinced. If dealers would make the greatest success of their business it is essential that they be in a position to produce the facts and the figures. When they are able to do this they have a long lead on the road to Easy Street.

Dealers! ***A New Hay Rake*** would help the farmers very much in handling their hay crop this year. They could harvest it in much better condition and thereby make it of much greater value if they used a

FROST & WOOD

TIGER RAKE



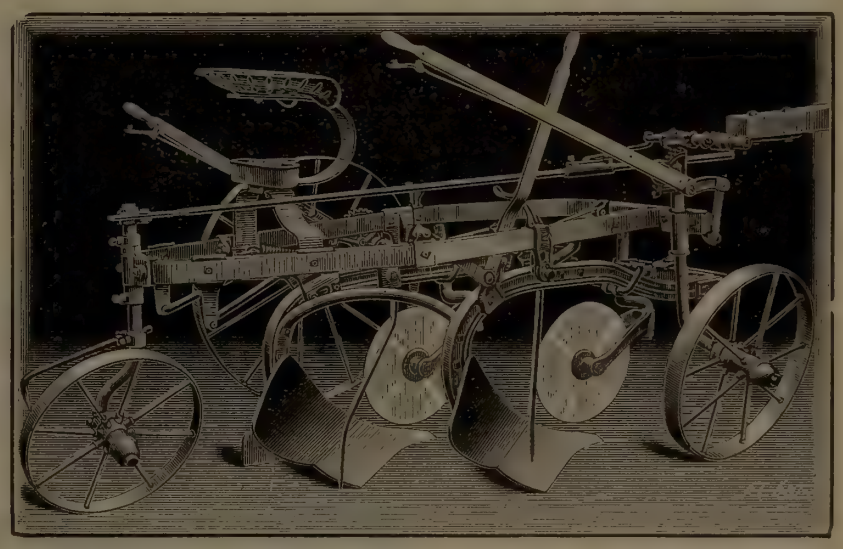
AN ALL STEEL RAKE—firmly braced to stand all kinds of hard usage.
A SOLID STEEL AXLE supports the frame. On all sizes except the 8 ft. the frame is trussed—an additional guarantee of strength
THE TEETH are all tested before leaving the works; nothing but the best of steel could stand this test.

Send for our Illustrated Catalogue, which describes our Machinery in detail.

Head Office and Works: SMITH'S FALLS Ont.

THE Frost & Wood Company LIMITED

Winnipeg Brandon Regina Calgary



THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,
WINNIPEG, - - MANITOBA.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

Sharp Trader Fools Implement Dealer.

There is a story going the rounds in reference to a certain Sioux Falls implement and vehicle dealer which, if true, is certainly a good one. A certain party drove up to the place of business of the aforesaid dealer and wanted to trade a horse in toward a new buggy. The party in question wanted the dealer to allow him $60 for the horse and agreed to pay the difference between the above amount and a vehicle that retailed at $100. The dealer could not see his way clear to allow the horseman $60 for the horse, and consequently the deal fell through. The horse trader asked permission to leave his horse tied to a telephone pole which happened to be directly in front of the vehicle man's place of business. This done, the horseman drove away. He had hardly passed out of sight when a third party entered the buggy man's establishment and inquired if any one had a good, cheap horse for sale, remarking that he was in sore need of an equine to do some work. The man who sells vehicles said, "Yes, I have a horse for sale. He is tied to that telephone pole in front." To make a long story short, the third party untied the horse, and after having him led forward, backward and every other way, gave the buggyman $2 to bind the bargain while he went home to get the other $58. Soon the owner of the horse appeared and started to lead the animal away. The implement dealer came out and remarked that he had thought it over and if the owner would give him $40 and the horse he could take the $100 buggy. The deal was made, and in a shorter time than it takes to tell, the horseman left minus a horse but the proud possessor of a new buggy. The implement and vehicle man is wondering how far the third party lives, as he has never returned with the other $58. The dealer still has a horse for sale for which he gave $60 and which is worth about $25. —Sioux Falls Commercial News.

Fortunes from Inventions.

"Little things" have brought fortunes to many inventors, says an exchange. The once popular toy known as "Dancing Jimmy" yielded its inventor a $75,000 income yearly. The sale of another toy, "John Gilpin," brought its inventor $100,000 a year. Mr. Plimpton, the inventor of the roller skates, made $1,000,000 out of his idea. When Harvey Kennedy introduced the shoe lace he made $2,500,000, and the ordinary umbrella benefited six people by as much as $10,000,000. The inventor of the Howard patent for boiling sugar in vacuo realized an income of $250,000 per annum. The millions Sir Josiah Mason realized from the improved steel pen he gave to English charities on his death. The patentee of the pen for shading in different colors made $200,000 a year out of it. The wooden bail with an elastic attachment brought $50,000 a year to its inventor. The metal plates formerly used for protecting the soles and heels of shoes from wear made $1,500,000 in a year. The woman who invented the modern baby carriage made $50,000. A young woman living in Port Elizabeth, South Africa, yet realizes $500 a year from the invention of the Mary Anderson curling iron. The wife of a clergyman made a fortune from the invention of the modern woman's corset. A little girl who invented the screw-pointed gimlet made millions. Miss Knight, who invented the machine for making paper bags, refused $50,000 for it shortly after taking out the patent, and realized a princely fortune for the exceptional ingenuity her conception reveals.

A New Invention.

Charles Bjorklund, of Bowesmont, N.D., has invented and patented a plow cultivator, which from a practical test is just the thing to root up and destroy noxious weeds. The machine is composed of two sections of small plows — fourteen in all — strung along a frame-work and arranged somewhat after the plan of a seeder. Each section can be operated independently of each other by lifting levers. The plows have no land side, consisting only of mould board and share in one, and are worked on pressure springs. They will cut as deeply as is desired and will turn all roots and weeds thoroughly to the top, so that they can be easily collected and destroyed. The machine has been tested on the farms of Messrs. Nicholson, McKean and McLellan, in the vicinity of Bowesmont, and found to be practical in everyway.

—Farm Implements.

WESTERN CANADA'S
GREAT INDUSTRIAL EXHIBITION
WINNIPEG
JULY 20-28, 1905
$50,000 IN PRIZES AND ATTRACTIONS.

Reduced Fares on all Railways.
Seven Days Racing.

Prize Lists and Attractions Programmes mailed on application.

F. W. DREWRY, President
R. J. HUGHES, Secretary-Treasurer

Motors in Agriculture.

The following from The Autocar gives the situation in Great Britain. In America the conditions are not exactly the same, as several traction gasoline engines have been built not exactly in accordance with the specifications called for by this article.

Although the internal combustion engine in its stationary form is very largely employed where reliability is the main consideration, and has also been used considerably for motor cars where weight is of great importance, it is rather curious that so little has been done to take advantage of it for the heavier class of self-moving engines. True, we find it employed with considerable frequency for heavy trucks, and those who have had much experience with these machines fully expect it to entirely displace steam before very long. Explosion engines so used are, however, at present very few in number, while agricultural engines of the traction engine type are very numerous, and are increasing rapidly. It would seem that the same advantages which have brought the motor so much to the front for other purposes, viz., the simplicity of the machinery and absence of a boiler, and the very small amount of fuel and water required, would obtain as largely on a traction as any other engine, and would be found of a very great advantage indeed on a plowing engine. One of the great reasons why steam plowing is not really successful in this country is the very great expense of leading water to the engines. Leading coal is also a considerable item, if far from a station, but the water is usually the greater. There are many fields where there is no supply available, and where it has to be led a considerable distance. Further, almost all water supplies in the country are at the bottom of the valleys, and therefore the water has to be led up hill. If this is done (as usual) by horses, then it sometimes takes as many horses as would go a good way towards plowing the land without the engines. I have recollections of driving a plowing engine on some fields where it took eight horses, three men and three water carts to keep us going with water, and even with all these we frequently had to stop or run easy because we were short. Besides this, there was a load of coal to be fetched every day. Now, suppose the engines had been oil engines, it would have been quite possible to have so constructed them that they would run for a week without water, and for three or four days without oil. This would result in an enormous saving, and it is quite possible that it would make motor plowing a success. For threshing the saving would not be so great, as there is usually, but not always, water handy; but for traction work there would often be a great advantage in being able to go long distances without taking in supplies. Incidentally, there are advantages in the fact that an oil engine does not throw out sparks, and can be started up much quicker than the steam engine can get up steam.

To make such an engine a success would necessitate its construction by an agricultural engine maker, aided by motor experience. The road wheels, winding gear and transmission would probably be exactly like those on steam engines, but in place of the steam engine there would have to be an oil engine and a friction clutch. The engine would, of course, have to use heavy oil, not gasoline, and would be a compromise between the stationary oil engine and the motor car type. That is to say, it would have to be very much more substantial than the latter, but by taking advantage of motor car experience it might be made very much lighter than the former, and capable of being run over a much greater range of speeds. How the details would work out it would be difficult to say, without actually making sketches of the machine, and no doubt considerable experience would be needed to make a thoroughly satisfactory machine. As a suggestion, we might take the following: Two-cylindered horizontal engine with cylinders about 8 inches by 10 inches. This should be capable of working up to 30 h.p. or 35 h.p. at 350 to 400 r.p.m., and somewhat more at higher revolutions temporarily, if desired. A large fly wheel must be permanently fixed to the shaft, and also a friction clutch driving a length of shaft in line with a driving pulley for a belt upon it. On this length of shaft there would be the necessary gears for, say three different changes of speed and reverse arranged much as in motor car practice, driving a countershaft, and from this countershaft the driving wheels and winding drum could be driven in the usual way, with the usual clutches to connect and disconnect.

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Canada's Railway Development.

The statistics of Canadian railway development, as compiled in last year's annual report, show the importance of the transportation problem in a country of such great distances. According to this report, we have 18,988 miles of railway in operation and 19,078 miles of track laid. The mileage record by Provinces gives Ontario 7,142, Quebec 3,492, New Brunswick 1,445, Nova Scotia 1,050, Prince Edward Island 200, Northwest Territories and Yukon 2,094, Manitoba 2,225, and British Columbia 1,421. In 1867, the year of confederation, the total mileage was only 2,087. Canada has 167 steam railways. Twenty-five of these have been amalgamated and form the Grand Trunk Railway system. The remaining 112 have been more or less consolidated. Three of these are bridge companies with 4½ miles of rail, and one is a tunnel company with 2½ miles of rail. The mileage record is led by the Canadian Pacific, with 7,437. Then follow the Grand Trunk, with 3,154.58; Intercolonial and Prince Edward Island, 1,519.26; other railways, 6,959.89; bridge and tunnel, 6.96. Of these roads, six, with an aggregate mileage of 351.62, are narrow gauge, and one, the Carillon & Grenville, thirteen miles long, is broad gauge, the measurement being five feet six inches. This record strikingly shows the rapidity of our development, and it becomes even more significant when we reflect that it is but a beginning, and will soon be augmented by another transcontinental system.

The record of public aid is more striking than satisfactory. The Dominion has contributed at the rate of $9,313 per mile constructed; the Provincial Governments at the rate of $1,720 per total mileage constructed, and the municipalities at the rate of $868 per mile on total mileage. The amount of capital invested in Canadian railways, June 30, 1903, was $1,146,550,769. The actual amount contributed by the Dominion was $177,677,689, by Ontario $8,418,578, Quebec $16,445,242, New Brunswick $4,542,940, Nova Scotia $2,090,091, Manitoba $1,275,378, and by British Columbia $37,500. Municipalities had contributed, up to June 30, 1903, $16,551,044. The train mileage made on Canadian roads in the year dealt with was 60,382,920. The earnings per mile for the same period were $5,059, and the expenses $3,554.

The net income of Canadian railways for the year ending June 30, 1903, was $28,583,004. In that year they carried 22,148,742 passengers and 47,373,417 tons of freight, including 1,926,070 tons of flour, 5,761,792 tons of grain, 1,345,203 tons of live stock, 6,041,976 tons of lumber of all kinds, 2,083,297 tons of firewood, 7,266,388 tons of manufactured goods, and 22,958,691 tons of other freight. Great as this record is it will be but an interesting comparison when the Saskatchewan valley and new Ontario are covered by a network of railed highways.—"Exchange."

International Railway Tunnel.

The plans for the construction of an international railway tunnel, under the Detroit river, between Detroit, Mich., and Windsor, Ont., have just been completed, and the work will be started in the very near future. The cost of this gigantic undertaking will be from $10,000,000 to $20,000,000, and over two years will be required to complete the task.

The Canadian Southern Railway, now controlled by the Michigan Central Railway, through a 999 year lease, formally ratified by the Dominion Government last year, will be the holding company for the international tunnel enterprise. It will either issue new securities outright or will guarantee the securities of the tunnel company.

The Grand Trunk Railway have applied for, and it is likely they will be accorded the privilege, of using the tunnel on a rental basis.

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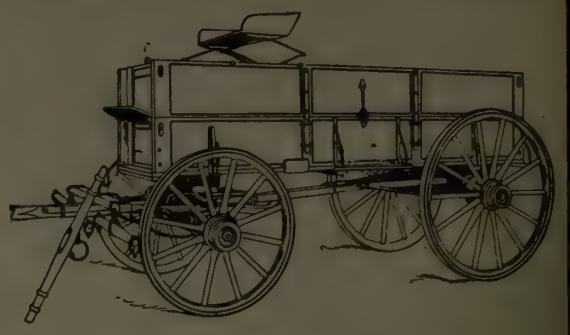

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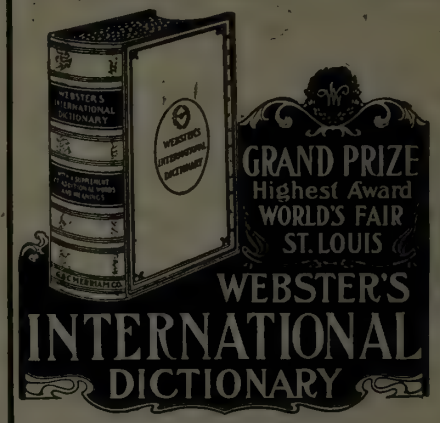

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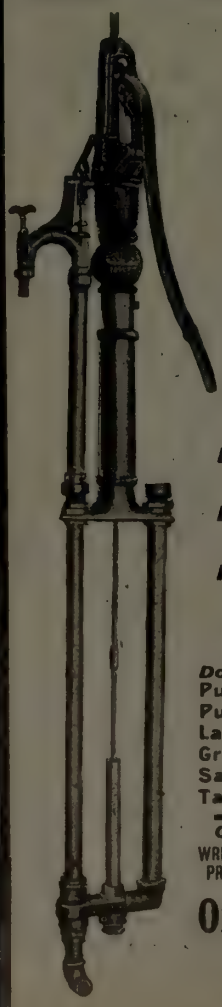

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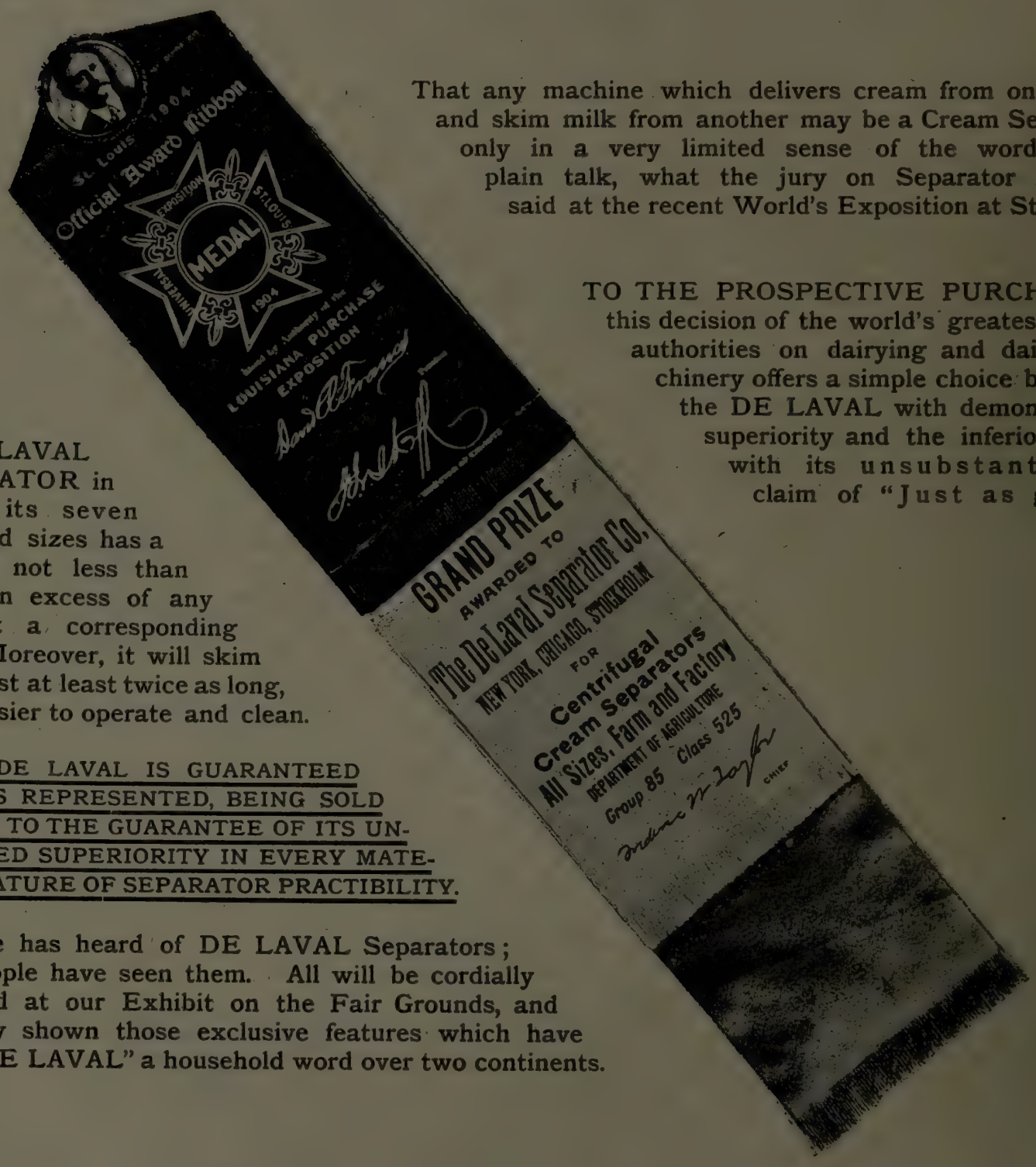

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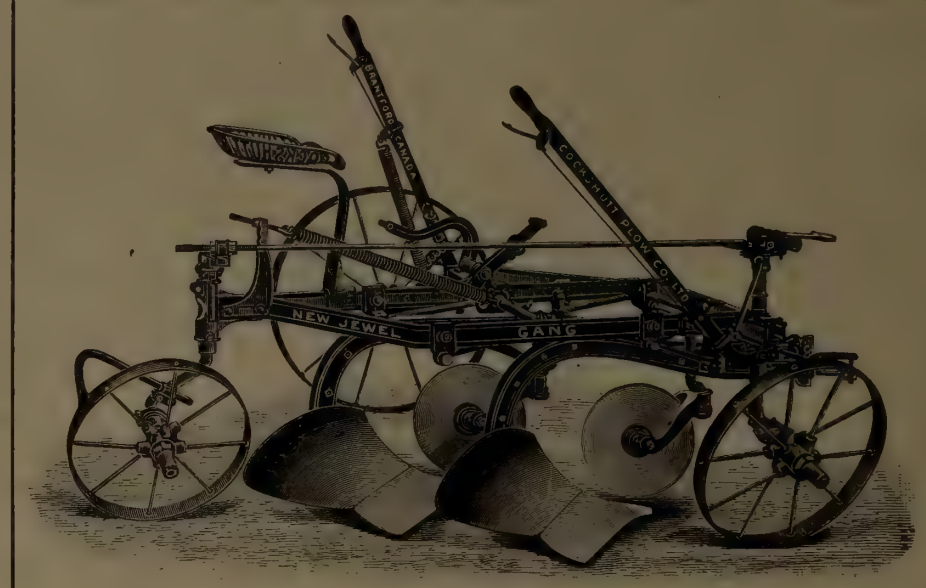

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CANADIAN FARM IMPLEMENTS

Vol. II, No. 1. WINNIPEG, MAN., JULY, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

Benefits and Values of Exhibitions.

While addressing about 100,000 people in the Pan-American grounds at Buffalo, in 1901, a few days prior to his assassination, the late President McKinley said that "Expositions are the timekeepers of progress." When he made this statement we doubt not that he had in mind expositions such as he was then visiting, but we think that, in a measure at least, the statement is equally applicable to, and none the less true of, the large annual exhibitions held throughout this country. We do not know of any factor that has more to do with marking the progress of a community than the local fair, and with a country at large, than its annual exhibitions. The fair is practically a barometer of the conditions prevalent in the territory upon which it depends for the major part of its exhibit, and if the country is not in a prosperous condition it does not take one long to find it out when a visit to the fair is made.

The benefits and values of an exhibition are many, but when traced out to their source they may be practically divided into two classes, viz., the educational, or that pertaining to exhibits; and the amusement, or that in which attractions play the most conspicuous part. After all is said, and everything is considered, we are forced to admit that the main feature and the most important factor in the success of an exhibition is its ability to educate. If a show is not of such standard and quality that it is able, in some degree at least, to instruct visitors it has lost its usefulness, hence its value does not amount to anything.

In order to be successful, in the broadest sense of the word, fairs and exhibitions, whether the small local show or the large city event, it is of primary importance that the show be educational. The more instruction one can get from the exhibition the more value such exhibition is to the community, and also to the country. A country is judged by the quality of its products, hence it is of supreme importance that the quality of the exhibits be of the highest order, so that the visitor may carry away with him ideas and memories of only the best.

The second most important thing in connection with a fair or exhibition is the amusement features or attractions. These should be of the kind that make for morality, rather than the opposite. In saying this we do not want to be misunderstood. In our opinion side shows, where obscene and disgusting language is used, and where the clothing of the females taking part in the performances, figuratively speaking, is such that it might be wrapped up, placed in an envelope, and mailed with a two cent stamp, should not be allowed on the grounds of any respectable fair or exhibition in the country. When one considers that practically every boy and girl in the country is a visitor to the local exhibition, it becomes evident that to have attractions not strictly up to the moral code is bound to be injurious to the welfare of the country at a later period. Good clean sport, tricks, acts and horse racing are just as essential to the success of a fair as are many of the exhibits, but when these are of a degrading and lowering, rather than an elevating and uplifting character, it is time that such fairs as make a practice of engaging this class of performers were relegated to oblivion as "things of the past."

One of the most prosperous exhibitions, within the last few years, has been the Winnipeg Industrial. Starting from an exceedingly small beginning it has gradually grown and increased in size until to-day it is looked upon as one of the leading exhibitions of its kind on the continent. This is one of the best evidences that Western Canada is making rapid strides along the path of progress. It has always carried an exceedingly high class of exhibit, and while at times its side shows have not been above reproach, there is every sign that the management have recognized the necessity for some action along this line. This year the Industrial will undoubtedly be bigger, better, and brighter than ever. With the impetus received last year, when Winnipeg was the country's choice for a Dominion Fair, the management have been putting forth every effort to make the show a greater success. No pains have been spared by President F. W. Drewry, Secretary J. R. Hughes, or the various Directors to make the Exhibition of more value to Western Canadians than ever before.

F. W. DREWRY, President,
Winnipeg Industrial Exhibition Association.

Every implement dealer should make an effort to be in attendance. He will find the results most beneficial to himself. It will give him an opportunity to come in contact with the manufacturers, and also a chance to visit the city warerooms of the large implement concerns operating in the West, besides bringing him in touch with all that is best in the line of business he is following. He will be able to take in the attractions, both at the Fair and in the city, with much resultant benefit, for, assuredly, amusement and a little diversion from business are "the spice of life."

Dont Forget Our Invitation to You.

Again we beg to extend to all implement dealers and visiting manufacturers, a cordial invitation to make our office their headquarters, at least, to pay us a visit, when attending the Winnipeg Industrial. As we said in our June issue our latch string is always out, and we would be pleased, in fact delighted, to have any person or persons interested in the trade call and see us. Come in and shake hands with us and, if a lover of the fragrant weed, sample our cigars. Being situated one hundred and twenty-five feet above Main Street we have an excellent view of that thoroughfare, as well as looking over the wholesale business sections of the city from our windows; thus a trip to our rooms will be amply repaid, besides allowing us an opportunity to discuss trade conditions generally Any information or assistance within our power to give you will be cheerfully given. Our office is No. 901-2 Union Bank Building. Get off the elevator at the 9th floor. First door on the right. Impossible to miss it. Don't forget to give us a call.

Dealers' Association Victorious.

In an article in our June issue, under the heading "Tit for Tat," we drew the attention of our readers to a rather peculiar state of affairs that had come to light in connection with the action of the Minnesota Retail Implement Dealers' Association in urging the jobbers and manufacturers not to sell goods to members of the Farmers' Exchange of Minnesota, who, they claimed, were simply organized for the purpose of boycotting the dealers.

In view of the request the manufacturers and jobbers gave the Dealers' Association their support, with the result that the members of the Farmers' Exchange were unable to secure goods except through small manufacturers and jobbers, and then not in sufficient quantity to supply their wants. Finding this to be the case the Exchange complained to the Governor of Minnesota against the action of the Dealers' Association, claiming that it was a violation of the Anti-trust law, and requesting that the Governor take steps to have their grievances redressed.

The case was submitted by the Governor of Minnesota to the Attorney General of the State for a ruling on the question, with the result that the legal gentleman rendered an opinion to the effect that the officers of the Dealers' Association violated no law in requesting both implement and vehicle manufacturers and jobbers to reject orders received directly from farmers and Farmers' Associations, on the ground that the Minnesota Retail Implement Dealers' Association does not control the output of farm machinery in Minnesota and could not, if desired, act in restraint of trade. The following is what the opinion states:—

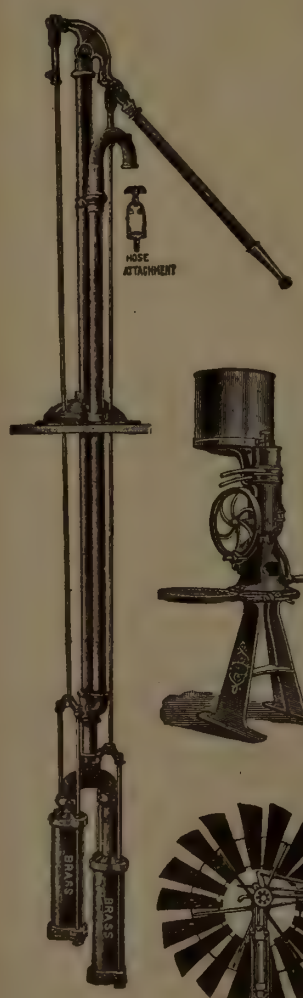
"I have carefully examined the matter with a view to determining whether or not chapter 350, Laws of 1899 (known as the Anti-trust law), was violated, and after such examination I am constrained to say that in my opinion, while the letter of the Retail Implement Dealers' Association is contrary to the spirit of the law, I do not think that it discloses enough to show that the law has been actually violated. The letter complained of amounts to a request to jobbers and manufacturers not to sell or make contracts with so-called 'farmers' exchanges,' and indicates that the writer if he had the power would commit an act which would be in restraint of trade, but it does not appear that the Implement Dealers' Association has control of the supply of farm machinery, or that they had sufficient influence with manufacturers or jobbers to prevent them from dealing with farmers direct, and there is, therefore, no evidence furnished by this letter alone of the existence of any contract, 'agreement or combination' which accomplishes any restraint of trade or prevents the farmers from obtaining this class of machinery.

"The Implement Dealers' Association has advised those who have control of the supply not to do business, but in order to commit an offense which would be punishable under this law it would have to appear that they succeeded in making an agreement with the persons having control, whereby they prevented their doing business with the farmers' exchange. In that case I am satisfied that it would be a clear violation of the law, and if such a result has been accomplished or such agreement made it would be a proper subject for examination."

Awarded the Contract.

The Town Council of Strathcona, Assa., recently awarded the Ontario Wind Engine & Pump Co., of this city, the contract for the erection of a 120,000 gallon steel tank, to be erected on an 80 ft. steel tower, for their new waterworks system now being installed. Tank and riser pipe are to be jacketed with wood for protection from frost, and the total cost of the outfit will be $9,760.00.

This concern, who make a specialty of elevated tanks for water supply and fire protection for warehouses, factories and towns, have just completed the erection of such a tank for the town of St. Boniface, and also a similar structure for the C.P.R. in connection with their shops here. The former tank holds 105,000 gallons and the latter 125,000 gallons. In testing the pressure of the St. Boniface tank recently, it developed 35 lbs. at Norwood, a mile distant from the tank, throwing a stream of water from a 1¼ inch nozzle, 55 ft. high, thus demonstrating the fact that the town has ample fire protection from tank, without the necessity of starting their steam pump except in emergencies.

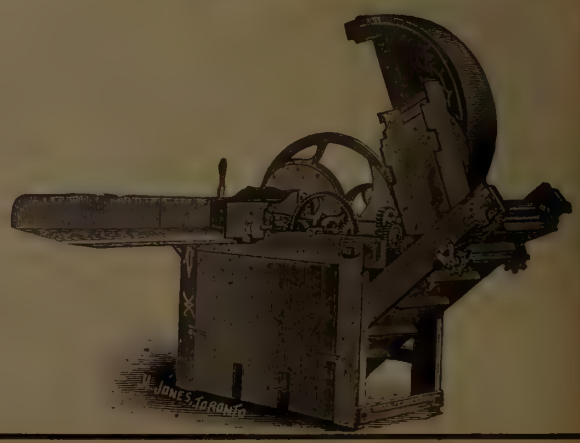


See our Exhibit at Winnipeg's Great Fair
OF THE
STICKNEY LINE OF
Gasoline Engines

And the Celebrated
Empire Cream Separators

These are the only lines we will have at the Exhibition. But we extend you a personal invitation to take the Belt Line Car to our warehouse, 83-91 Chambers St. (between Logan and Henry Avenues) and inspect our splendid line of WINDMILLS, PUMPS, TANKS, GRAIN GRINDERS, SAWS.

B. BELL & SONS' Horse Powers, Tread Powers, Feed Cutters, Land Rollers, Root Pulpers, Revolving Spade Harrows.



ONTARIO
Wind Engine & Pump Co.
Limited
83-91 CHAMBERS ST., WINNIPEG, MAN.
Between Logan and Henry Ave.

What Do You Think?

In a recent issue, "Harness," a United States trade paper, published in the interests of the trade its name represents, acknowledges receiving a number of enquiries with reference to the advisability of harness-makers engaging in the vehicle business. In reply to these enquiries, it says:—

"This enquiry reminds us of the fact that carriage dealers and proprietors of repositories are turning their attention to the handling of harness. In not a few cases harness is profitably handled by carriage dealers, large and small, and their experience is that it helps to sell carriages. A ready reply would be to the harness-maker, that if he has the room to store a few carriages, especially of those chiefly used in his community, that it would be a good thing to do. There is no reason why the harness-maker should not sell carriages as well as the carriage-maker should sell harness. The question of care, shop room, insurance and lost time in showing prospective buyers around all enters into the problem. Yet, it is possible for the harness-maker in many localities, if he were a mind to, to do some business in the way of selling popular vehicles. And that, too, in spite of the fact that the country is overrun with dealers in vehicles. Of course it would be merely a side show or a side issue to handle vehicles, and more in the way of accommodation, but the possibility is not so remote as is apparent on the surface. The 'legitimate' carriage dealer would protest against this sort of interference, and not altogether without cause. On the other hand, the harness-maker might have the same right to protest against the vehicle dealer handling harness, so it might be a case of six of one and a half a dozen of the other."

The following is what Farm Implement News has to say concerning the above item:—

"The regular vehicle dealer is not justified in protesting against the sale of vehicles by harness-makers if such sales are made in the proper manner, which means from a stock large enough to entitle the seller to be classed as a vehicle dealer. We think our contemporary makes a mistake in referring to the business as a 'side show.' This expression conjures up visions of sales by catalogue at inadequate profits. Business of this character is done by many harness-makers.

"It is equally true that many carriage dealers sell harness, not from catalogue entirely, but from stocks too small to make them real harness dealers. If they invested in larger stocks they would probably obtain a larger share of the trade, but they would be disposed to ask more profitable prices, thereby enabling the harness-maker to get higher prices for his work. On the other hand, the harness-maker would be more desirable competition as a vehicle dealer than as a vehicle scalper, even though he obtain a larger share of the vehicle trade. Yet if the country is overrun with vehicle dealers, as our contemporary says, why not advise the harness-makers to shun the vehicle business?"

We heartily concur with all that has been said by Farm Implement News.

Make the Paper to Sell.

"Poison!" "Arson!" "Suicide!"
"A Thousand Killed in a Big Landslide!"
"Japs Take Port of Cronicroft!"
"Dowie Hides in an Organ Loft!"

"Swindle!" "Boodle!" "Holocaust!"
"Railroad Smashup, Ninety Lost!"
"Long Shot Takes the Handicap!"
"Poodle Dies in a Lady's Lap!"

"Murder!" "Typhus!" "Black Smallpox!"
"Foraker Calls on George B. Cox!"
"Strikers Must Work or Go to Jail!"
"Machen Out on $10,000 Bail!"

"Earthquake!" "Cyclone!" "Hypnotic Trance!"
"Bulldog Tore the Lover's Pants!"
"Died at Home While They Buried His Wife!"
"Ingersoll on 'A Christian Life!'"

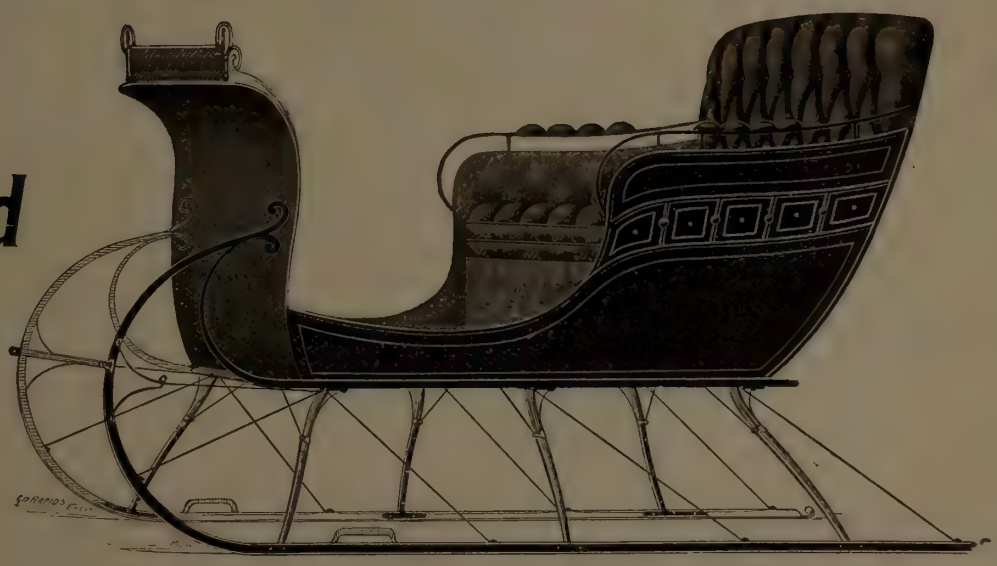
"Duel!" "Mayhem!" "Prays for Rain!"
"Italians Fight on a Panhandle Train!"
"Kept Marriage Secret Nearly a Year!"
"Carrie Nation Drunk on Beer!"

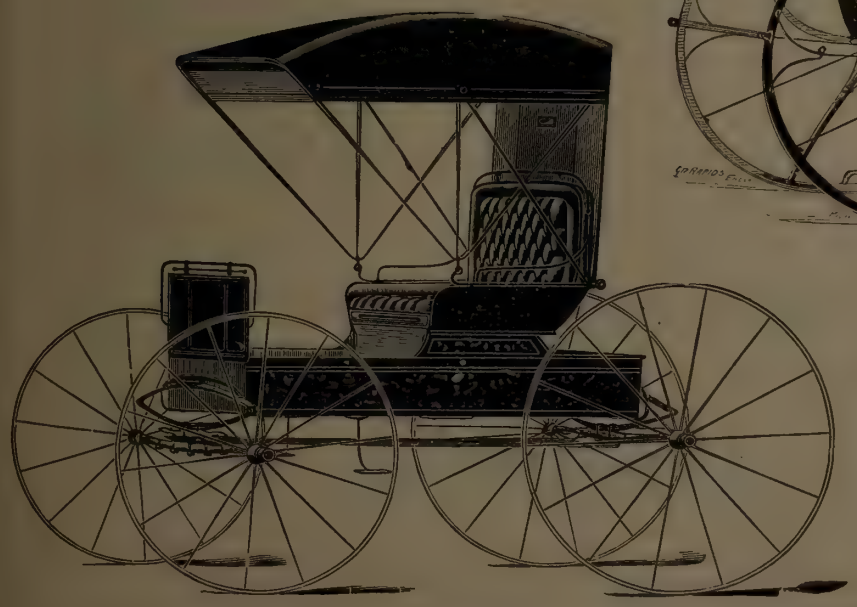
"Briber!" "Fakir!" "Man Ate Son!"
"Senator Dick in Washington!"
"Work is Rushed on Men-of-War!"
"Cut in Two by a Whirling Saw!"

"Auto Ran Into a Bar!"
"Crushed to Death by Electric Car!"
"Ex-Convicts Must Leave the Town!"
"Kansas Banker Can't be Found!"

That's the kind of stuff we read.
"Frightful Deluge!" "Awful Deed!"
Let us read something better than
"Strychnine Put in a Milking Can!"
—Andrews No. 34,105,
Ohio Penitentiary News.

Do You Want
to see
Something Good
in Carriages





If so call and see our

Exhibition of Up-to-date

Palmerston Carriage Co's

CARRIAGES, BUGGIES, CUTTERS, Etc.

At A. C. McRAE'S NEW SHOWROOMS, corner King and James Streets WINNIPEG, Man.

DO YOU HANDLE A CREAM SEPARATOR ?

IF NOT, WHY NOT?

THE UNEEDA

is the machine for you to sell. It is the latest addition to the Cream Separator field, and its advent and immediate success has caused consternation in the ranks of competing manufacturers.

WHY ?

1st. Because it is simple. No complicated parts. No trouble to adjust. Easy to operate.

2nd. Because it is labor saving. The low down frame gives the arm absolute control of the crank, thus producing the maximum amount of speed with the minimum amount of resistance and exertion.

3rd. Because it is the closest skimmer. It takes all the cream from the milk. By the sale of the UNEEDA a dealer will make more money than by the sale of any other make of separator.

4th. Because it is built like a watch, not like a corn sheller. It is made of the best material, and constructed by the most skilled workmen that money can command.

5th. Because it is the only machine on the market to-day that embodies all those features that go to make an up-to-date separator, and because it is thoroughly tested, both as regarding separating abilities and durable qualities, before it leaves the factory.

6th. Because the UNEEDA is a Canadian Machine, made in Canada, by Canadians, and should be bought by Canadian Dealers for Canadian Farmers.

Other machines are those of yesterday and the past ;
The UNEEDA is the separator of to-day and the future.

The UNEEDA factory at Pembroke, Ont., is working night and day.

Write for catalogue, agents' discounts and terms, which are the most liberal given by any Separator Company

The National Manufacturing Co.

LIMITED

Head Office and Factory
Pembroke, Ontario

C. C. MACDONALD, Manager

Western Branch
29 Sylvester Blk., Winnipeg

What the Cream Separator has done for Western Canada.

A decade and a half ago there was not a cream separator in the Province of Manitoba, nor in what was then the North West Territories, now the new Provinces of Saskatchewan and Alberta. At that period there was hardly any butter produced in the West. Nearly all of this commodity required for consumption was imported from the East and sold at handsome figures, and some that sold, even at the high prices, was not of very good quality.

About the year 1892 the farmers of the West began to pay some attention to butter-making, using the methods in vogue at that time, viz., the old fashioned shallow pans and the deep setting cans. The quality of the product was such that it was not readily sought after, in fact, it had to go begging to be taken out of the tubs at all. We were in Montreal in 1893 and one day met a gentleman who carried on a confectionery business in a little town a few miles from that city, in the Province of Quebec. In conversation with that gentleman he informed us that he had made a purchase of some Manitoba butter that day and requested us to guess what he paid for it. We ventured to say 15 cents per pound. He stated that he had expected to pay that price and was prepared to purchase ten tubs, but when the dealer quoted him 7 cents per pound he changed his mind and ordered fifty tubs. He stated also that the quality was only equal to cooking grease, but considerably cheaper than lard, and just as suitable for his purpose.

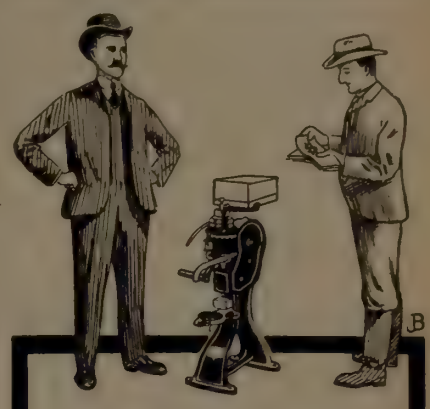
Now the farmers' wives of the West had worked hard to produce that butter. They had toiled hard in milking the cows, straining and setting the milk, skimming the cream from the milk, warming the skim milk for the calves, which is sloppy work at best, and had worried much over the ripening of the cream and the churning of the butter out of the cream, in working and packing the butter, and had taken it to the store and traded it for groceries or anything else they could get for it. That butter cost at least 12 cents per pound to produce in the first place, then it was shipped to Winnipeg, stored there at an expense, and was insured against loss by fire; then it was reshipped to Montreal where it had to meet the additional expense of freight from Winnipeg, drayage, cooperage, storage, insurance, and commission and when placed on the market could command only the price of 7 cents per pound, which was fully 5 cents per pound below the original cost of production at the farm.

It is quite certain that some person or persons lost a lot of money on that butter. If the farmers did not lose in dollars and cents, they lost their reputations as butter makers, which is infinitely a greater loss.

In 1895 we were in British Columbia, visiting the cities of Victoria and Vancouver. While there we made some extensive investigations into the butter business. We visited, and were shown through, all the store rooms in these two cities in which butter was kept, and we really had to blush for our own country, on having the butter pointed out to us that was from Manitoba and the North West Territories. The dealers out there called it "Joseph's coat butter," for the reason that it was of so many varied colors. Each color seemed to have a particular order of its own. We did not have the nerve to make a close investigation of the odors but they were filthy in the extreme. We asked the dealers there why they did not throw the worst of it into the bay or the ocean, upon which they informed us that the Government protected the fish, therefore they were powerless to dispose of it in the way suggested.

As in the previous case the farmers' wives of the West had worked hard in the production of this butter, and it was bad, so exceedingly bad, that no one wanted it at any price. It was not their fault. They did the best they possibly could under the existing conditions and with the meagre apparatus that was at their disposal. Those conditions and the apparatus was not of the sort qualified to produce good butter. Everything in connection with the dairy farm was against it. The shallow pan in which the milk was exposed to all the unfavorable odors of the surrounding atmosphere, and the deep setting can, the filthiest and vilest thing in which to place milk, were the cause of the exceedingly poor quality of the product. It could not have been otherwise because the very nature of existing things said: "This is the best product we can turn out, because this quality is our limit. If you want better results you must look further into more advanced and scientific methods. We have done our best, and our days are numbered." The dairy industry in the Province of Manitoba and the North West Territories was in a condition not to be mentioned outside of home, and then it was only safe to speak of it in "accents soft and low." Then came the advent of the farm cream separator.

(To be continued.)



All the Farm and Dairy Papers are advising their readers to buy Cream Separators.

THE

U. S. CREAM SEPARATOR

Is continuously advertised in these same papers.

Dealers handling the U. S. get the benefit of both advertisements and editorials

When a farmer gets ready to buy a cream separator he knows all about the clean skimming, low milk-tank, enclosed gearing, automatic lubrication and general strength and simplicity of the U. S.—he's read it all in our ads.

Show him the machine itself and it takes little effort on your part to make a sale.

Seems as though you are losing money if you don't have a U. S. on your sample floor—doesn't it? Why not drop us a line now—we'll tell you all about the U. S. by return mail.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, Vt.

18 distributing warehouses in United States and Canada, mean prompt deliveries.

If you are NOT selling the

'EMPIRE' CREAM SEPARATOR

You Should Be.

A thorough examination of this popular machine will convince you of its merits.

Call and see it at the Winnipeg Exhibition.

The Ontario Wind Engine and Pnmp Co., our general agents, will quote you most advantageous terms.

Write for Catalogue No. 121 to

Empire Cream Separator Company of Canada, Ltd.
Toronto - Canada
or
Ontario Wind Engine and Pump Co., Winnipeg, Man.

We are Sole Agents for

MAPLE LEAF COTTON DUCK BELTING

The best belting for all kinds of farm machinery. Made of **Extra Heavy Stitched Cotton Duck**. Maple Leaf Belting is giving satisfaction in all temperatures and is admirably adapted to the Northwest climate.

THE BEST for THRESHER and DEALER

As usual, we will exhibit our Cream Separators and other lines at the Winnipeg and Brandon Fairs, and will be glad to meet visiting dealers there and at our city warerooms

MELOTTE Cream Separator Co. 124 Princess Street Winnipeg

A New Invention—Stook Loader Eliminates Pitchers.

Another invention that promises to do much to solve the labor problem in the harvest field, is that of Mr. Jas. Graham, of Roseberry, Man., who has recently perfected and patented an automatic sheaf loader, by means of which one can pick sheaves out of the stook, or from the ground, and load directly into the wagon; thus doing the work more cheaply and expeditiously than it can be done by manual labor.

This machine, which has been named the Graham Sheaf Loader, is intended to be attached to and drawn alongside of the wagon, or it may be driven independently beside the wagon by a driver with a single horse. It is built entirely of iron and steel, with the exception of the tooth-bars, deck and carriers, which are of hardwood, and the following is a synopsis of the claim allowed Mr. Graham by the Patent Department at Ottawa.

The main frame, and the extension of main frame, is supported by two large rear wheels, and a smaller swivel wheel in front. A solid steel shaft runs through the whole width of the machine, and has bearing on main frame and extension. The rear wheels are keyed so as to turn this shaft. Between the main frame and extension is a cog-wheel keyed to the shaft, meshing into loose pinion with clutch on shaft, by which the machine is put into gear, by the lateral motion of the gear lever.

On the shaft is also a bevel wheel, and bolted to extension of main frame are bearings, for bevel-pinion and shaft carrying sprocket wheel at rear of machine, over which is carried the sprocket chain to run the carrier. The cylinder is hollow and revolves fast enough to clear itself, and is wide enough to handle either round or square stooks. It has a solid steel axle, running in properly constructed bearings, bolted securely to main frame. On this axle the sprocket wheel with chain over sprocket wheel drives the cylinder.

The spokes are screwed into and radiate from the hubs of the cylinder. These are used for a two-fold purpose, viz.: as standards for spiral-spring casings, and for supporting rims and cover of cylinder. The outer ends of these spokes are threaded long enough so that in the event of a spring being broken, all that has to be done is to take the two bolts out of the rim and the casing is free.

The spiral-spring casings are flanged at the outer end, with bolt holes in flanges, by means of which the rim and cover of cylinder are secured by bolt. The casings contain spiral-springs, and a slot is cut deep enough in each to allow for the depression of the teeth, and also to act as guides to the gudgeons on the end of tooth-bars. The tooth-bars are six in number and are placed at regular distances apart around the cylinder. They are made of wood and each of them has twenty-four curved steel teeth, which project between the sections of the cover of the cylinder. Into both ends of all the tooth-bars a gudgeon is inserted, carrying a small spherical roller. Each gudgeon projects through its spiral-spring casing and rests on the spiral-spring.

As the cylinder rotates each pair of gudgeons, with their rollers, strike the under surface of the two compressors or flanges, which are placed at each end of the cylinder. Each tooth-bar by the rotation of the cylinder is thus depressed, causing the teeth to sink within the cylinder and let go their hold on the sheaves. They are held down until they have passed from under the deck when, having reached the end of the compressors, the springs are released and eject them to their working position.

A small roller on the end of cylinder axle, operated by the sprocket wheel, revolves rapidly and is intended for the purpose of expediting delivery of the sheaves into the carrier, and also to prevent any straw from getting in between cylinder and deck. The cylinder cover is in six sections and they partly overlap the bar, leaving just enough space for the teeth to do their work. The gear lever and tilting lever are convenient to the driver when on the seat. The carrier is securely bolted to brace-bars on the left hand side of the machine, and has two brace-rods bolted to the extension of the frame to support it.

The carrier rake consists of endless link belting and hardwood slats, through which steel teeth are driven diagonally, starting backwards. These steel teeth securely hold the sheaves and compel delivery of same into wagon rack. The machine is raised over obstructions by using a tilting lever which is placed on standard of front wheel.

The inventor in a recent letter to us has the following to say about his invention:—"Any man or boy who can drive a team can put on his own load as all he has to do is to drive alongside the loader, drop the draw-bar from wagon behind the front wheel standard of machine, start up his horses and the loader will do the rest. When his load is on he merely backs up an inch or two, lifts his draw-bar, and the loader is ready for the next. For stook raising this machine will do away with all pitchers in the field."

If this implement does all Mr. Graham claims for it, we are of the opinion that there is money in it for somebody.

If you require a

Fire or Burglar Proof

SAFE

OR

VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. Johnston & Co., Ltd.

776 Main St., WINNIPEG, Man.

Every Dealer does not sell **THE MANITOBA LINE**

Only the best dealers in Canada can sell Canada's best

WINDMILLS, PUMPS, ENGINES, GRINDERS, etc.

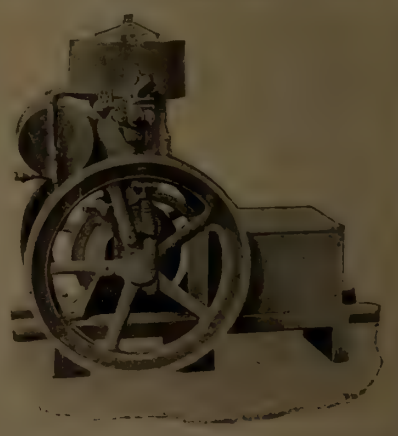
They appeal only to people of taste and good judgment. They are sold by people who cater to the best trade, and who are in a position, financially, to control the best. We are exclusively wholesale. We deal through the trade. Once we contract, you will find us cast iron when it comes to protecting your trade.

The famous **"MANITOBA PUMPS"** known for excellance all over the entire West.

The "MANITOBA"
The most scientifically designed Mill the world has yet produced.

If you intend to handle such a line, you cannot afford to risk your reputation on any but the absolute best — THE MANITOBA

Our Plant is located in the West. Prompt delivery. Cheap and Quick Repairs.



We manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized

Literature and prices sent anywhere upon request. Send for it and you will soon be convinced that the MANITOBA'S are the MONARCH'S, and that there is money in our lines for you.

THE "MANITOBA" GASOLINE ENGINES

No water tanks, no gasoline pump. Simple, strong, safe. High in grade, but high in work also.

Manitoba Windmill and Pump Company, Limited Manufacturers

Box 301 **BRANDON, MAN.**

Be careful when addressing us. Get it right. Say Manitoba and Box 301

We Will NOT Make an Exhibit at the Fair Grounds, but

At The Old Stand Market Square, Princess St.

We Will Display a Full Line of

THE MOLINE PLOW CO'S GOODS

A Complete Line of Trade Winners, That's What We Offer You

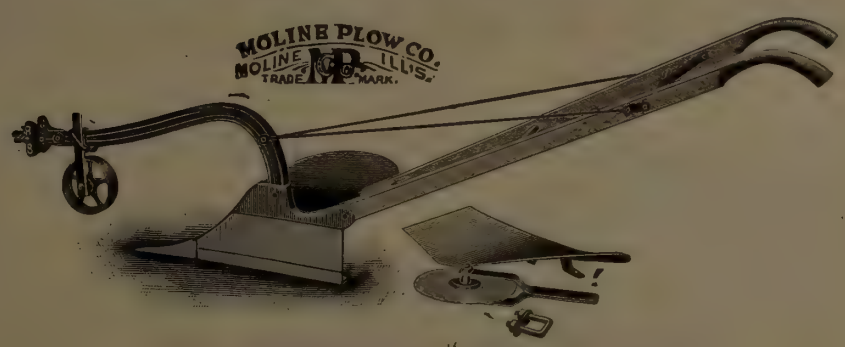
"THE BEST PLOW IN THE WORLD FOR THE MONEY."

"GOOD ENOUGH" SULKY.

Webber Fanning Mills
Blue Ribbon Vehicles
Crescent Canadian Wagons
Mandt Farm and Express Sleighs
Stover Ideal, Feed Mills, Horsepowers, Etc.
Munro and McIntosh's Full Line of Cutters
Mandt Wagons, Trucks, Etc.
Fish Bros. Racine Wagons
Sandwich Hay Presses

MR. DEALER,

You can't buy a substitute to do the work of the Good Enough Sulky. This Plow belongs to the Dutchman family. Let us introduce you to the whole family when you are in the City.



MOLINE COMBINATION PLOW—"ANOTHER DUTCHMAN."

WE EXTEND A GENERAL INVITATION TO THE TRADE TO VISIT OUR SHOW ROOMS. HAVE YOUR FRIENDS MEET YOU HERE AND HAVE YOUR MAIL ADDRESSED IN OUR CARE.

Canadian Moline Plow Company

Market Square, Winnipeg, Man.

The Realm of The Commercial Car

Canadian Colonization Car.

The Immigration Department of the Dominion Government is the pioneer user of the automobile as an aid to colonization purposes. They recently ordered and have received a monstrous gasoline electrical wagon, illustration of which is shown herewith, from the Commercial Motor Vehicle Co., of Detroit, Mich. This wagon was accepted by the Deputy Minister of the Interior, after being subjected to a most severe test over the worst streets in Detroit, all of which this vehicle negotiated without the least difficulty. The following is a description of this car:—

A heavy rectangular platform extends from front to rear of the body and is carried on the axles by four heavy semi-elliptic springs working in sliding boxes on the under surface of the frame. The wheels are fourteen spoke artillery wood ones coupled direct with the electric motors used in the company's four-wheel drive system. Near the front of the car is a four-cylinder vertical gasoline motor of 16 horse-power, used to drive a 12-kilowatt generator for furnishing current to the four 2½-horsepower electric motors, one of which is carried by the hub of each drive wheel.

A five-cell storage battery furnishes ignition current for the gasoline engine and is used to run the generator when starting the car, the generator, in turn, serving to start the engine, thereby doing away with cranking. The storage battery is continually re-charged from the generator, but is automatically cut out before being overcharged. The gasoline engine is water-cooled in the usual way, a horizontal tube radiator hung beneath the floor of the car in rear of the front axle serving to cool the water. All cylinders of the gasoline engine connect with a cylindrical muffler carried in the rear, and near it is the large gasoline tank. For steering there is used a large wheel on a vertical column, the bottom of which connects with the four wheels, giving the four-wheel drive and steer common to the Commercial vehicles.

While the power plant is interesting in many ways, it is the body of this colonizer that is looked to to be the magnet that will draw the Britishers from their hamlet homes in the old land and induce them to settle upon the western prairies. Upon first glance it is circus-like in the extreme, but a slight examination reveals the fact that it possesses many devices and decorations foreign to the circus van. The box-car body, built of the finest grades of polished Canadian woods, is 20 feet long and 10 feet high when closed, as shown in the illustration, but when the

Write to or Ask

McCulloch & Boswell

THEY KNOW

Sole Western Canadian Agents for

CADILLAC AUTOMOBILES

AND

Pearson Gasoline Launches

We have the most modern and up-to-date repair shop in Canada; every facility for AUTOMOBILE, BICYCLE, GASOLINE LAUNCH and SKATE repairiug.

GRANITE AUTO GARAGE
Cor. ELLICE and HARGRAVE STREETS
WINNIPEG, MAN.

EVERYTHING FOR THRESHERS SUPPLY COMPANY WINNIPEG THE THRESHER

Canvas Belts

Eight inch, five ply, one hundred and fifty feet, is a good stock size.

The goods are right, our prices are right, and if you buy from us we will use you right. If you attend the

WINNIPEG FAIR

call and see us. We are located two blocks East of the Merchant's Bank Building.

Write to-day for Catalogue and Discounts to Dealers.

Threshers' Supply Co., Ltd.
120 LOMBARD STREET
WINNIPEG, MANITOBA

side doors are opened the length is increased to 26 feet and the height to 18 feet. On the top the word "Canada" is outlined in incandescent lights and beneath the projections of the roof are rows of lights. Each side is resplendent with gilt letters and decorations extolling the resources of the Northwest and graphically telling the future of all who settle therein.

The body divides itself into two parts; at the front is a cab containing all the operating mechanism, and the remainder is an exhibition room which is filled with products of the country. The former space also provides sleeping accommodations for the driver and lecturer when occasion demands. The cab is lighted by day through large beveled glass windows and by night by numerous electric lights, while on the outside there is carried on one side the maple leaf, the emblem of Canada, and on the opposite side the Canadian coat-of-arms.

The exhibiting features of this colonizer are unique. On each side are six doors, three of which are hinged to open upward and three downward. Within are other doors which open both to the front and rear. On the inner sides of these are arranged samples of all the grains, grasses and vegetables grown in Canada. The opening of all the doors discloses the interior of the car, which is stocked with glass cases filled with samples of fruits and cases of specimens of different minerals common to the sections of the country advertised by the vehicle. The beauty of the exhibits is enhanced by elaborate electric lighting. Each door is surrounded with them, and mixed with the exhibit case in the interior are numerous small lights. Power for lighting is furnished from the generator and storage battery, and within the driver's cab is a switchboard for turning on the lights in any part of the wagon.

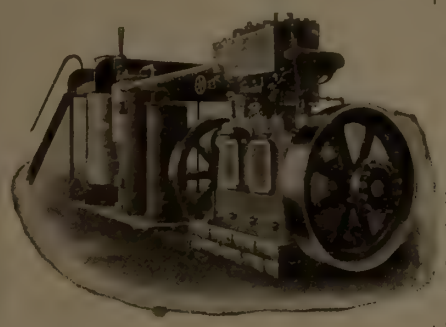
Without load the weight of the wagon is slightly over four tons, and when fully loaded it approximates seven tons. Under load it is said to consume one gallon of gasoline per hour. It will travel at a 12-mile an hour rate of speed.

We understand that this wagon will be filled with agricultural products of the Dominion—largely from the West—and shipped to Great Britain, where an expert operator and a lecturer will take charge of it and commence a tour throughout the country in the interests of immigration. They will visit parts remotely situated from railroads and where little colonization work has hitherto been done, owing to difficulties encountered in reaching such places.

"Everything comes to him who waits and hustles while he waits." Keep at it.

The Latest Power.

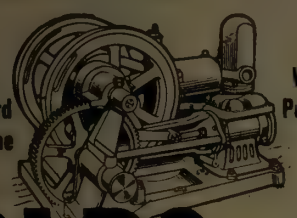
Cheap power is the great requirement of the Canadian Northwest and any development tending to reduce the cost of power is a decided boon to the country. During the last few years in Europe and America there has come into use very large gas engines using as fuel the ordinary coal. Each engine is equipped with a suction gas



producer plant into which the coal is fed and made into a gas which is drawn into the cylinder of the gas engine and produces the power in the same manner as in an ordinary gasoline engine. By using the coal in this manner, instead of burning it under a boiler and making steam, the power is produced by about one-third the quantity of coal required to run a steam engine. The Alexander Milling Co., of Brandon, Man., have purchased a 250 h.p. 3 cylinder vertical gas engine and suction gas producer plant from the Cooper Gasoline Engine Co., Winnipeg. This plant is being built by The Weber Gas & Gasoline Engine Co., Kansas City, Mo., and is to be installed by September 1st. This installation is arousing great interest among power users in the West and should solve the problem of cheaper power for the milling and manufacturing industries.

Manufacturers Won't Lose.

An official of one of the implement and vehicle dealers' associations states that many manufacturers who protect the dealers by refusing to supply catalogue houses are taking it upon themselves to help the associations locate the manufacturers who are selling to these houses. In return the dealers are abandoning the sale of goods which are available to catalogue concerns, even though the articles are differently finished and sold under private brands, thereby increasing the protecting manufacturers' share of the regular trade. Manufacturers do not lose anything by helping the dealers in their effort to preserve their trade.—Farm Implement News.



The Wizard Engine With Pump

OLDS ENGINES

ARE USED BY THE U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal."

They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents Winnipeg, Manitoba.

2½ hp 'Weber Jr' GASOLINE ENGINE

Read What Two Users say:

A Good Line to Sell

JOHN ARDIEL, BRANDON, June 29th, 1905.—The 2½ h.p. "WEBER JR." Gasoline Engine which I purchased of your agents here, McKellar & McNeil, is driving an 8 in. grinder and doing the work to my entire satisfaction. The engine starts nicely and is no trouble to handle.

G A. EDWARDS, KERFOOT, MAN., April 21, 1905.—The 2½ h.p. "WEBER JR." Gasoline Engine purchased from your Carberry agent, Mr. John Leckie, is giving me the best of satisfaction. I have done work with it I never expected it could do. I have cut 20 loads of logs with it in 5 hours, and run through 12 to 15 bags of oats an hour on a 10 in. plate grinder with very little gasoline. My neighbors thought I was buying a toy, but when I got started they all gave me their work to do. I have more than I expected in this engine.

We want agents to sell our full line of Gasoline Engines. Write us for particulars.

Cooper Gasoline Engine Co. 313 Donald St. Winnipeg

Implements on the Farm and their Uses.

In no department of human endeavor have labor saving implements been of greater service to humanity than in the tilling of the soil. During the last fifty years, few questions indeed have so quietly and unostentatiously been working such a revolution as the improvements that have been made in the implements used on the farm. The contrast between farming operations fifty years ago and at the present day is so great, that were one of our hardy ancestors who tilled the soil half a century ago to be placed in the midst of the busy hum of the machinery on a modern well equipped farm he would be struck dumb with astonishment at the ease and rapidity of carrying on the operations, which in his day required so much arduous labor. Great improvements have been made which tend to lighten the farmer's toil and give him more leisure, enabling him also to increase the products of his farm at a considerable reduction in cost. Those improvements too have caused two blades of grass to grow where only one grew before, they have made possible the vast wheat fields of the West, and have aided greatly in extending the operations of agriculture. Thus the power of agriculture to provide food for the millions of human kind has been increased, its service in the onward march of civilization has been accelerated, the cost of food lowered and its quality improved. So that it may well be said that no industry has served humanity so well as the manufacture and improvement of the implements used on the farm.

It may also be said that no industry requires such a high degree of inventive genius and skilled workmanship. Deep thought in designing and great care in manufacturing must be constantly exercised in the production of the simplest farm implements. The conditions under which they work require that they be strong and simple in construction, easy to operate and repair. No other class of machinery operates under such disadvantageous conditions. The steam-engine runs on a well prepared road or works on a steady foundation; it keeps up a steady motion and is in charge of a trained engineer who understands his engine and knows how to keep it in the best running order. The automobile is fitted with springs and pneumatic tires to free it from all jarring. The mower and the harvester on the other hand are built on rigid frames without springs, and are drawn by strong horses over rough, stony fields, among stumps, on hillsides, through soft sand or sticky clay. No smooth road is prepared for these machines, and moreover, the cutting bar meets a constant obstruction in thick, tough weeds, twigs and tangled grass or grain, while the driver is very often ignorant of how to operate the machine properly, and gives it many a jar and strain which would otherwise be unnecessary. Hence nothing but the very best material may enter into their construction, and none but the highest skill and workmanship can hope to successfully continue their manufacture.

The present perfection of our modern farm implements was not attained in a day. The accumulated experience of years of investigation and experiment is concentrated in a simple farm tool. Not until comparatively recent years have they taken on their present design, and it is quite recently that they have reached their present perfection in detail. Yet the main idea which suggested many of them has come down from very ancient times. Our most important implement of tillage, the plow, has been developed from an implement used many centuries ago. It was nothing more than a wooden stick attached to a beam, which stirred the ground as deeply as the nature of the soil and the strength of the ploughman would permit. This crude implement may be said to be the ancestor of all our implements of tillage with the exception of the disc and the roller. The idea embodied in the mower was suggested by the Romans, and even the self-binding harvester is the development of an idea suggested by a machine used on the plains of Rhaetia, as far back as A.D. 60. According to Pliny, this implement was propelled by an ox walking behind, it had a comb-like bar which stripped off the heads of wheat, the straw being left standing. That such an old idea can be made to do service in a new guise in the twentieth century is shown by the fact that a patent has recently been granted for a machine, propelled from be-

FROST & WOOD **Farm Implements**

are well known throughout Manitoba and the North West. Their reputation has been established on QUALITY AND SERVICE.

THE BINDER

that has proven its ability to cut all kinds of grain under all conditions. Eccentric Sprocket Wheel. Third Roller and Force Feed Principle. Roller and Ball Bearings. No Neckweight. Handsome Finish.

Your stock is not complete without it. Write for Catalogue which describes our full line in detail.

Winnipeg Brandon — THE Frost & Wood Company LIMITED — Regina Calgary

THE KING OSCAR GANG PLOW

Has been sold in the Northwest Territory for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust-proof. hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

FROST & WOOD CO., General Agents,
WINNIPEG, - - MANITOBA.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

hind, to cut grain in this same old way, with only the added accomplishment of threshing it at the same time. So that in our much boasted improvements during the last decade, we must not forget that we owe much to the ingenuity of the ancients in their attempts to solve the same problems that confront us at the present day.

The primary object in utilizing implements on the farm is to save labor, or rather to substitute for man's labor steam or horse power, thus making man's labor more effective. The extent to which this has been accomplished is indeed wonderful. Almost all the operations on the farm entailing heavy work are now carried on by the aid of labor-saving machinery. The tilling of the soil is done entirely by tillage implements drawn by horse or steam power; harvesting operations are carried on with comparatively little hand labor, and the implements used have made as light of draught as human ingenuity can make them. Indeed they have been so well adapted to farm work that it seems impossible to do without them, they have become an absolute necessity in successful farming.

In the selection of implements for his farm, the farmer must exercise good judgment and a good deal of discrimination. The price of an implement should always be a secondary consideration to the question of quality and adaptability to his conditions. Many implements which are very useful in a certain locality or for a certain branch of agriculture, may be of very little value in another locality and in a different branch of farming. So that the farmer must know how to select those implements which are particularly adapted to his line of farming and to the nature of the soil on his farm.

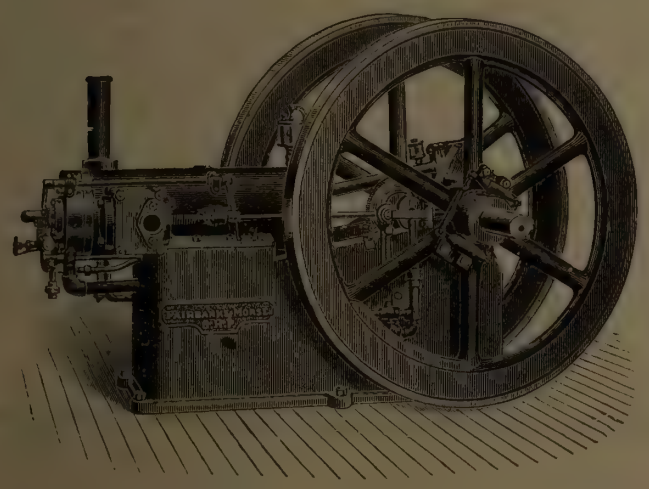
EDITOR'S NOTE.—The above excellent matter is the first part of a class thesis prepared by Mr. J. W. Kennedy, of Apple Hill, Ont., and which was awarded first prize in the Sophomore Year at the Ontaria Agricultural College, Guelph, Ont.

Get on better terms with your competitor. He is not a bad fellow. You only think he is.

One of the Finest.

We have just received one of the finest catalogues that has come to our desk from the DeLaval Separator Co., manufacturers of the famous cream separator of that name. This is beautifully printed in two colors on an excellent quality of surface paper, and is well illustrated throughout, having a large number of excellent half-tones of the machines, and parts of same, that are manufactured by the company. It contains a large amount of valuable information dealing with their separator, and on the back cover gives a list of the various branches of the company throughout the world, which include eight in the United States; five in Canada; five in South America; twenty in Europe; four in Asia; three in Africa; four in Australia and one in the Pacific Ocean Islands. Altogether this is a neat and interesting catalogue and is a credit to the company, and we cordially recommend it to the consideration of our readers, to whom a copy will be sent on application to the Winnipeg branch of the company at 248 McDermot Avenue. When writing please mention Canadian Farm Implements.

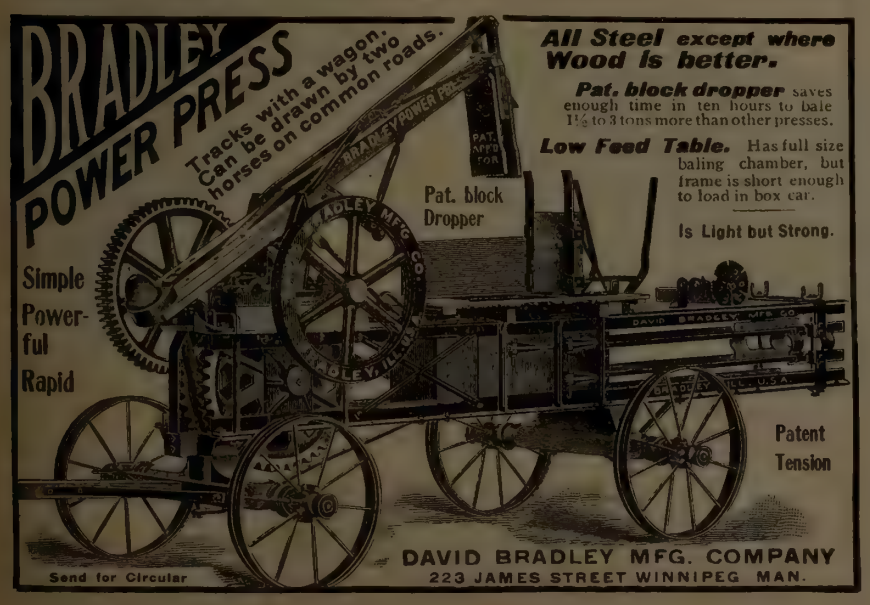
FAIRBANKS MORSE
GASOLINE ENGINES



We are now prepared to sell our Engines on a commission basis and will quote terms and prices on request.

The Canadian Fairbanks Co., Ltd.
WINNIPEG, - - MANITOBA.

BRADLEY POWER PRESS
Tracks with a wagon. Can be drawn by two horses on common roads.



All Steel except where Wood is better.

Pat. block dropper saves enough time in ten hours to bale 1½ to 3 tons more than other presses.

Low Feed Table. Has full size baling chamber, but frame is short enough to load in box car.

Is Light but Strong.

Send for Circular

DAVID BRADLEY MFG. COMPANY
223 JAMES STREET WINNIPEG MAN.

M. J. MILLER Canadian Representative

THE CHICAGO IMPROVED CUBE CONCRETE MIXER

Portable and Stationary. 7 Sizes. 2 to 80 Cubic Yards per Hour.

Operated by either Hand Power, Steam, Gasoline or Electricity.

The Best for all Concrete Mixers.

"IT HAS NO INSIDES."

We handle HOISTING ENGINES, DERRICKS, in fact Contractors' Machinery for every purpose, also general Machinery.

Write us for quotations before ordering.

J. L. NEILSON & CO, 602 Main Street, WINNIPEG, MAN.
Agents for Western Canada.

History of Co-operative Implement Concern Recalled.

The most impressive project for a co-operative implement manufacturing industry put forth prior to that now in process of evolution at Springfield, O., was one that "strutted its brief career" in a historic city of the same name in Illinois. It was launched amid the blare of trumpets and proclaimed the greatest opportunity ever offered to farmers for investing a portion of their hard-earned money because it meant not only profit in the shape of dividends, but an enormous saving in the cost of their agricultural implements. The Illinois concern made further progress along the manufacturing pathway than the Ohio outfit has yet made, but the extent of its production was a small output of one article of the score or more named in its alluring prospectus.

As a manufacturing concern it endured a few weeks and then with utter failure staring it in the face made a desperate effort to retain some semblance and form of life by attempting to buy, and in turn sell to farmers anywhere, what it had promised to manufacture. So it was only a catalogue house that the sheriff found when he came clothed with authority to close it—and a feeble catalogue house at that. The process of evolution had been reversed—the butterfly had become a caterpillar.

To what extent is this history to be repeated? Are the names of locations, plans of stock-selling and promises to stockholders to be the only points of similarity? We find in an Ohio paper, of recent date, a communication signed "A Stockholder" and addressed to farmers, containing a plea for additional stock subscriptions to the Springfield company and urging all subscribers to hold their stock. "In no great while you will be able to buy from your own factory whatever you want," they are told. This rings true when read alone, but here is the paragraph which precedes it:

"We have arranged with several factories from whom we are now receiving wire, plows, harrows, stoves, ranges, twine, etc., all coming direct from factory to stockholders at a price lower than the dealer has been getting them."

That has the catalogue house ring. It naturally calls to mind the last, as the company's premier announcement did the first days of the defunct concern which lived its ephemeral life in that other Springfield.

—Farm Implement News.

NOTE.—We held this article out in our June issue, after having referred to it in an item headed, "Regarding Co-operation."—Ed.

Binder Twine Situation.

"June witnessed a moderate demand for binder twine, with efforts made by manufacturers and the larger jobbers to dispose of their remaining supplies. Crop developments were not sufficiently favorable to cause the smaller merchants to become eager buyers. On the other hand, there was a demand to absorb enough of the twine offered to prevent sellers from 'bearing' the market down on themselves. While lower quotations than those of April have been made during the last few weeks, the International Harvester Company and the Plymouth Cordage Company have adhered to their old schedules when quoting regular brands and new twine. It is asserted that lower prices have been made on twine without brands or with brands adopted for the occasion. Some of the independent manufacturers, with a limited amount of twine remaining unsold, have made lower quotations for the purpose of closing out their stocks."

"There are differences in quotations ranging from one-half to one cent per pound on Sisal and Standard; but the extreme variation is on twine alleged to be old, or, at least, not exactly what the manufacturers are willing to put their regular brands on. Some members of the trade claim that the 'no-brand' twine is simply a device to cut prices without altering the general schedule. Generally speaking, crop conditions have continued fairly favorable during the last three weeks. Rain has produced heavy straw, while not, perhaps, improving the yield of the cereals, and reports are received of more twine being used to the acre than usual. Quotations for the better grades of binder twine are equivalent to the following f.o.b. Eastern factories:

BINDER TWINE.	Cents per lb
White Sisal (500 ft. to the pound)	9 @ 9¼
Standard (500 ft. to the pound)	9 @ 9¼
Standard Manilla (550 ft. to the pound	10 @ 10¼
Manila (600 ft. to the pound)	11 @ 11¼
Pure Manila (650 ft. to the pound)	12¼ @ 12¾

Less than carload lots quarter of a cent extra."

—Cordage Trade Journal.

The general tone of the binder twine market in Western Canada has been firm since our last issue. The exceedingly satisfactory crop conditions, and the ideal weather we have had for cereal production, have had a most buoyant effect on the market. The above quotations from Cordage Trade Journal, are f.o.b. Chicago. In order to estimate Western Canada figures 65 cents per 100 lbs. should be added f.o.b. Winnipeg, and 10 cents additional per 100 lbs. should be added for transfer charges if cars are to be broken here.

The Man Who Gets the Trade.

The constant drop of water
Wears away the hardest stone
The constant gnaw of Towser
Masticates the toughest bone;
The constant, cooing lover
Carries off the blushing maid,
And the constant advertiser
Is the one who gets the trade.

"Shall I buy an automobile," queries a writer in a magazine. If this is addressed to manufacturers and agents, the answer is in the affirmative, but if addressed to farmers it is in the negative. In the same publication a writer named Dora Gray asks: "What shall I wear?" Ordinarily the answer would be "clothes."

THE PORTER HAY PRESS

The simplest, strongest, most durable Press made. Full circle; double stroke; low bridge; easy and safe to feed, and lightest draft Press made. Send for circulars and prices to—

W. JOHNSTON & CO., Limited, 776 Main St., Winnipeg

BRANTFORD, JULY 1905.

MR. DEALER:

Just a minute of your close attention to a subject in season—

BINDER TWINE

Our factory is in operation at Hurry-Up speed and full capacity.

Orders are coming in daily.
It is an even race between Supply and Demand.

We offer you, at regular prices, our FOUR MAPLE LEAF BRANDS, which are not surpassed in quality by any others in the Canadian market.

TO STATE OUR CLAIM BRIEFLY:

We have succeeded in making our goods the BEST for the FARMER to BUY to USE, and, therefore, the BEST for the DEALER to BUY to SELL.

REPEAT ORDERS we are receiving from those who have been selling our goods.

TRIAL ORDERS are particularly welcome to us, as every one we receive adds one more to our list of satisfied customers

THESE ARE OUR FOUR BRANDS:

Gilt Edge, 650 feet, Pure Manila
Gold Leaf, 600 feet, Manila
Silver Leaf, 550 feet, Standard Manila
Maple Leaf, 500 feet, Standard

TRADE (REGISTERED) MARK

A word to the wise is sufficient. Thanks for your attention. May we not have your order? You ought to have the goods we offer—they are trade builders. We fill orders by prompt shipment from Toronto, Brantford, Winnipeg and Brandon.

Yours faithfully,

The BRANTFORD CORDAGE CO. Limited

BRANTFORD, CANADA

Brandon.

W. J. McDonald, traveller for the Norris Implement Co., of the 'Peg, was in the Wheat City recently, looking up business for his company.

The Melotte Cream Separator Co., through their agent, Mr. Jas. Shirriff, are donating a handsome coal burning stove, as a special prize in the dairy department at Brandon Fair.

L. Osland, traveller for the Waterloo Threshing Machine Co., of Waterloo, Ia., was in town recently pushing the sale of the Winnesheik Separator.

The J. I. Case Threshing Machine Co., of Racine, Wis., have generously donated a handsome challenge cup for the best Shorthorn bull, any age, at the Brandon Fair, Aug. 1st, 2nd, and 3rd. This cup will have to be won three years in succession before becoming the property of any competitor. It will, however, be accompanied with a handsome medal each year.

Mr. George Patterson, the progressive manager of the Brandon Electric Light Co., recently placed an order for a North West Separator, with all attachments. It is his intention to operate it by a 25 h.p. electrical motor, for the purpose of threshing his 1,000 acre crop. The electricity will be supplied by water power close to his farm. He will require to run about a mile of wire. This will be the first instance in Western Canada where electricity has furnished the motive power for threshing pnrposes.

Plant of the Palmerston Carriage Co., at Mount Forest, Ont., one of the latest additions to Canada's handsome vehicle manufacturing establishments. It is fully equipped with every modern and up-to-date convenience for the carriage-maker, and has a capacity of about six thousand vehicles per year.

The various thresher companies report trade somewhat backward, owing to the fact that there are large quantities of old goods offered by the farmers in trade. This makes trade here practically prohibitive. It is time manufacturers came to an agreement about accepting old goods. Another reason why sales are reported slow, is due to the coming Winnipeg and Brandon Fairs. Farmers think that by holding back their orders until after these events are over the various concerns engaged in the thresher trade will be so anxious for their favors that they will offer them special inducements in the way of cut prices or terms.

MR. DEALER---MR. THRESHERMAN

We believe you are progressive and "Up-to-date." You are visiting the Exhibition hoping to acquire information that will be profitable to you in your business. Our business is to supply you with ***THRESHING MACHINERY*** and ***THRESHERMAN'S SUPPLIES.*** We also aim to be progressive, and our machinery is "Up-to-date." ***WE WANT YOU TO SEE OUR EXHIBIT.***

We Represent the

ADVANCE THRESHER CO.

BATTLE CREEK,

MICH.

We Represent the

MINNEAPOLIS THRESHING

MACHINE COMPANY

HOPKINS, MINN.

Winnipeg Office, corner Dufferin Avenue and Sinclair Street.

Directly opposite Carriage Entrance to Exhibition Grounds.

AMERICAN-ABELL ENGINE & THRESHER CO., LTD.

TORONTO - - - WINNIPEG - - - REGINA

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.
Single copies Five Cents. Fifty Cents per year.
(Postage Paid Anywhere.)

ADVERTISEMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach this office not later than the 15th of each month—Cuts and Copy for New Advertisements can be received as late as the 20th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
F. G. VAN VLEET - - Vice-President.

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
4601 Champlain Avenue.
A. S. CORE - Representative.

WINNIPEG, MAN., JULY, 1905

We Think You're Wrong, Brother.

In picking up a trade paper recently, which we received from across the line, we were somewhat surprised to see the statement that it was unadvisable to say anything anent the "catalogue house," for the reason that such publicity was just so much free advertising for "catalogue houses" in general.

From this statement it seems to us that the magazine in question has lost its mission in the field of trade journalism. We think that the fundamental principle of all trade magazines is, or ought to be, a desire to keep all matters of interest to the trade constantly before that trade, and when a journal overlooks this principle it is forgetting the interests of the trade in whose benefit it is supposed to be published.

It being the case that trade journals are published in the interests of the trade they represent, therefore, we consider, should any element engage in any business that will result detrimentally to the trade such journal represents, it is the business of the publication to adopt all honorable means to defeat the ends of the element in question. The "catalogue house" is an element, and by the way a powerful one, detrimental to the implement dealers, therefore, we believe, it is the duty of every publication issued in the interests of the implement dealers to keep them posted as much as possible on the methods pursued by members of the trade elsewhere in combating the "catalogue house." In view of this fact we will continue to raise our voice against the "catalogue house," despite the advice of our contemporary.

Immigration Advertising Methods.

The methods pursued by the Dominion Department of Immigration in inducing citizens of the United States to become home-seekers in Western Canada was recently the subject of the following article in Farm Machinery:—

"There are various reasons assigned for the exodus of citizens of the United States to Canada; among them is the claim that Canada offers more favorable inducements in the way of desirable laws There may be more or less truth in a claim of this kind, but the reason that is likely to be the most plausible is the unrelenting efforts of the land agents in advertising the agricultural possibilities of that country. Farm papers are loaded down with advertisements citing the advantages that the Canadian Northwest offers home-seekers. These land companies do not put in one or two issues and stop, but they keep everlasting at it. The heavy immigration to that section is not attributable to any superior merit of the country. There are parts in the United States equally meritorious that are, at present, being wholly ignored by home-seekers simply from the fact that their values are not being advertised.

"In the case of the Canadian Northwest, every advantage of the country is set forth in a good, sincere advertisement, and it is having its effect. Of course the ads are run in the papers that reach the greatest number of people likely to be interested; this, only, is intelligent advertising.

"There are three essentials to successful advertising: Having something worth telling, telling it in a convincing way, and running it in the papers that reach the greatest number of people interested in one's particular line. When these elements are combined, something is going to move."

There is a great deal of truth in the above article and, it is our opinion, that the Western Canadian Immigration Association might. with much resultant benefit, adopt the same methods as those employed by the Government, instead of, what we are almost forced to consider, its present "hit-and-miss" policy. As stated above, the Department of Immigration do all their advertising through the agricultural journals, which reach the greatest number of people likely to be interested, whereas, the Western Canadian Immigration Association spend the greater portion of its advertising appropriation among the daily press of the large cities of the United States.

It is a well-known and unquestioned fact that the daily press of the cities of the United States goes almost entirely into the hands of the mechanical and mercantile classes, and have very little circulation among the agricultural communities. At present there is a surplus of mechanics in this country, why then appeal to this class through the columns of the daily press? In view of these facts it seems a peculiar thing to us that the secretary of the Western Canadian Immigration Association, who, besides having a large amount of information regarding conditions in this country, is a newspaper man, and ought to be in a position to judge the merits of the different mediums for advertising purposes. Is it possible that some of the donations made to the Association have a string attached?

What the country wants and what it is essential the country should have in order to reach the highest pinnacle of success is agriculturists; tillers of the soil and breeders of live stock. When we get these in sufficient quantity it will be no trouble securing mechanics. In saying these things we feel confident the trade will agree with us.

Is It Worth It?

(Associated Press Despatch.)

The following table shows the number of fatalities and casualties which took place in the United States on the 4th of July:—

Died of lockjaw caused by injuries	400
Died from other causes	60
Totally blinded	10
Number who lost one eye	75
Number who lost arms and legs	54
Number who lost fingers	174
Number otherwise injured	3,670
Total	4,449

Despite the fact that many cities and States across the line have passed ordinances and statutes restricting the sale of explosives, the above list is that of the accidents which took place from this source on the "Glorious Fourth." After reading this we are forced to ask ourselves: "Is it worth it?"

Is it worth waving "Old Glory" for one day in memory of what took place on the 4th July, way back in 1776, when this is the cost? In our opinion it is not, and the sooner some action is taken that will be effective in preventing this wholesale destruction of life and bodily injury the better for the country. Without being egotistical we might say that the American people could, with a great deal of benefit, take a lesson from ourselves on how to celebrate, using our First of July as an example.

Crop Conditions and Estimates.

As the season advances reports are appearing from day to day in the daily press of the country dealing with crop conditions and prospects. These reports indicate that up to date the outlook is most favorable and that the crops are making splendid progress. From one or two sections word comes that the crop has been slightly damaged by rain on low lands, while in others warmer weather is what is required to insure the best results. Judging from all returns it is evident that the grain is past the stage where the evils which threaten the preliminary development can do it any damage. At some places on the Arcola and Prince Albert branches of the C.P.R. the wheat is heading out, and it is altogether likely that within the next fortnight it will be in head throughout the West.

On perusal of Bulletin No. 71, issued by the Manitoba Department of Agriculture, we find that there are 2,643,588 acres in the Province under wheat, 1,031,239 acres under oats, and 432,298 acres under barley. These figures in comparison with those of 1904 show that there is an increased area under wheat of 231,353 acres, an increased area under oats of 87,665 acres, and an increased area under barley of 71,294 acres. A glance through an estimate recently sent us by the Northwest Territories Department of Agriculture shows that there are 1,122,104 acres under wheat, 594,981 acres under oats and 93,555

The new home of the International Harvester Company of America.. Sixty-Six feet frontage by two hundred.

acres under barley. This estimate in comparison with 1904 shows an increased area under wheat of 156,555 acres, of oats 94,981 acres, and of barley 7,401 acres.

From these reports and estimates, and from the actual appearance of the grain in the country the indications are that 1905 will give one of the most profitable crop returns in the history of the West, if not the highest average yield per acre. It seems safe from the foregoing to estimate the cereal crop of Western Canada for 1905 at 125,000,000 bushels.

A Large Order.

The British Government recently placed an order with the Ontario Wind Engine & Pump Co., of Toronto and Winnipeg, for fifteen of their celebrated Canadian Airmotors, 12 feet in diameter, to be used for irrigation purposes on towers of various heights on an island in the Mediterranean. This company have been shipping numerous mills into the same territory for a number of years past, but this is the largest order that has ever come forward at one time, and evidences the fact that His Majesty's subjects in the Levant appreciate such a good thing as the Canadian Airmotor, after having experienced the benefits to be derived from the airmotor as a means of watering their arid country. Orders such as these speak volumes for the merits of any firm's goods, and the company have every reason to feel proud of their success in this line.

We have just received a copy of the company's 21st edition catalogue. This is full of good things to the trade, and every dealer should send in his application for a copy. When writing mention our paper.

Daintily printed in two colors on fine surface paper, and enclosed within a neat cover of buff hue, bearing the firm's name embossed in gold with a red edging, and copiously filled with excellent illustrations of the company's goods, comes the sleigh and cutter catalogue of the William Gray & Sons Co., of Chatham, Ont., and Winnipeg, manufacturers of carriages, buggies, cutters and sleighs. This contains many new and handsome designs of these two latter lines for the coming season's business, and as the catalogue is issued for the trade specially, it is worthy of the attention of all who are interested in the handling of such goods. We congratulate the company and their printers on getting out such an excellent production, a copy of which they will be glad to mail any applicant to the Western headquarters in this city. When writing, do us a favor and mention Canadian Farm Implements.

Mr. F. A. Newman, manager of the Canadian Fairbanks Co., has just returned to the city from a ten days' trip to the Twin Cities, where he, with many other convivial spirits attended the automobile meet held there recently.

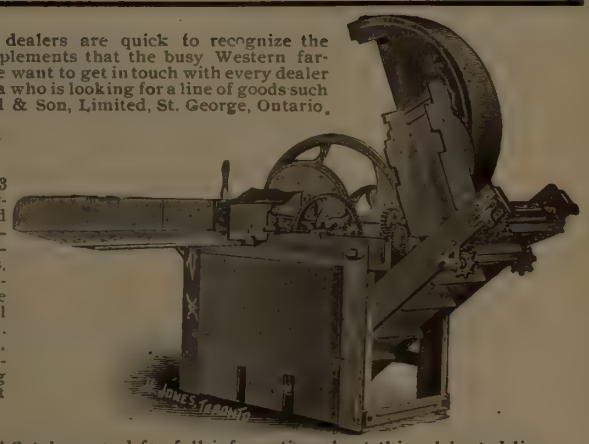
B. BELL & SON'S

Farm Implements

Shrewd Western dealers are quick to recognize the machines and implements that the busy Western farmer requires. We want to get in touch with every dealer in Western Canada who is looking for a line of goods such as made by B. Bell & Son, Limited, St. George, Ontario.

HERE ARE THEIR SPECIALTIES

Tread Powers (3 sizes). Sweep Powers (4 sizes). Feed Cutters (16 varieties). Root Pulpers and Slicers. Side-wheel, Cylinder, Reversible Patterns. Steel Rollers. Plows. Circular Saws. Drag Saws. Cultivators. Revolving Harrows. Root Sowers.



Send for a Bell Catalogue and for full information about this celebrated line.

Ontario Wind Engine & Pump Co., Ltd. Sole Western Representatives

WINNIPEG - - - - MANITOBA

Personal.

Dominion Binder Twine Inspector Haycock was in the city recently in connection with business along his line.

Mr. Thos. Bell, of the Bell Engine & Thresher Co., visited Neepawa recently in connection with business for his firm.

Mr. Boston, representing the Fuller & Johnson Co., of Madison, Wis., was in the city on business for his company a short time ago.

Mr. John Harold, General Manager of the Paris Plow Co., of Paris, Ont., was in the city a short time ago on business with Stewart & Nelson, their Western Canadian agents.

Mr. Jos. D. Balfour, President and Manager of the Balfour Implement Co., recently returned from a visit to Ottawa, where he was on business in connection with his company.

Mr. John R. Norris, President and Manager of the Norris Implement Co., returned home a short time ago from a trip across the line, which he made in the interests of his company.

The Manitoba Iron Works, of this city, recently closed a contract with the town of Portage la Prairie, for a water tower 25 feet in diameter and 80 feet high, to be constructed entirely of steel.

Mr. R. Harmer, for many years in charge of the Ontario division of the Massey-Harris Co., is at present in the city on a visit to the Sawyer Massey Co. It is altogether likely that Mr. Harmer will be here until after the close of the Winnipeg Industrial.

Mr. Karl Martin has commenced in the implement business at Leduc, Alta. We wish you the greatest measure of success possible, Mr. Martin. We think we have a proposition here that will interest you. Try it for a year any way. Fifty cents per annum.

We have just received word from the Walter A. Wood Co., of Hoosick Falls, N.Y., stating that their mowers and rakes have been awarded the highest premium at the Kongswinger Exhibition in Norway. The Balfour Implement Co. are handling this line for Western Canada.

Mr. J. E. Ruby, Manager of the Frost & Wood Co., has just returned from an extended trip throughout the West. During his absence, Mr. Ruby spent a few days at Lagan, B.C., among the varied beauties of that delightful spot. He reports conditions throughout the West as in fine shape, with grand prospects of a large and profitable harvest.

Mr. S. S. Bean, manager of the American Seeding Machine Co., at this point is at present absent on a visit to the general headquarters of the company at Springfield, Ohio. During his absence, Mr. Bean will visit the other branches of the company at Louisville, Ky., and Richmond, Ind. He will return a few days before the opening of Winnipeg Fair.

Mr. John Watson, implement dealer at Macgregor, Man., has sold out to Mr. F. M. Ward, and will devote all his energies to the management of his hotel at that point. We wish you success in your new line, brother Ward, and think that you cannot make a better start than by sending us your subscription to our paper. Try it for a year, at least.

During the past month we had a very pleasant visit from Mr. J. E. Glenny, of Glenny & Rogers, implement dealers at Macdonald, Man. Speaking of crop conditions Mr. Glenny said that prospects are exceptionally bright throughout the Macdonald district and Portage Plains. He reports an excellent business in farm implements and vehicles with a brighter outlook for fall trade.

Mr. Geo. L. Cleveland, one of the proprietors of the firm of J. L. Goodhue & Co., Danville, Que., manufacturers of leather belting, was in the city for a few days a short time ago, on his way to the Pacific Coast. He reports business in his line in first class condition, and is of the opinion that the outlook in Western Canada this year is better than ever. Mr. Cleveland expects to take in the Lewis & Clarke Exposition at Portland, Ore., before returning East.

Mr. H. M. Wallis, President of the J. I. Case Plow Co., of Racine, Wis., was in the city for a few days during the early part of the month, calling on the Balfour Implement Co., who are the agents for this celebrated line of plows in this country. This was Mr. Wallis' first visit to Winnipeg and Western Canada, and it is needless to say that he was much impressed with the great agricultural possibilities of this land. He was also greatly pleased with the appearance of the

The New Moline Wagon

Not in the Common Class. Superior In Finish In Quality In Durability

NOW is the time to put in your stock for the harvest trade. Write —for— Catalogues and Prices

Sold Exclusively by

The New Moline
LIGHT RUNNING AND DURABLE

See "Plow Ad." Page 31.

THE FAIRCHILD CO., LIMITED

156 PRINCESS STREET, WINNIPEG, MAN.

business and residential sections of our city.

We had a delightful visit a short time ago from States Senator O. W. Johnson, President of the Fish Wagon Co., of Racine, Wis., which company are represented in Western Canada by the Canadian Moline Plow Co. The Fish Wagon Co. have been engaged in trade in this country for the past four or five years, and have gained an enviable reputation for an excellent wagon among dealers throughout this territory. Mr. Johnson had nothing but words of praise for the great agricultural possibilities of this country.

Mr. E. A. Mott, manager of the Cockshutt Plow Co., has just returned to the city from a trip to the head office and factory of the company at Brantford, Ont. He reports that his company are turning out a larger volume of goods than ever before. This is particularly true of the South African and South American trade, both of which have increased by leaps and bounds during the past year. He stated also that the factory has handled a largely increased amount of plow business from this Western country this season.

The Sharples Cream Separator Co., of West Chester, Pa., have been granted a charter by the Ontario Government allowing them to manufacture centrifugal separators in that Province. They will operate under a capital of $40,000.

A new fence company, to be known as the Standard Wire Fence Co., was recently incorporated at Woodstock, Ont. This concern will have a capital of $100,000, and will manufacture wire fencing, etc.

The advertisement of the Hart Grain Weigher Co., of Peoria, Ill., to be found on another page of this issue, will be of particular interest to implement dealers who make a specialty of handling threshermen's supplies. Now is the time for all dealers handling this line to get after the business. We understand that the Hart Grain Weigher Co., sell their goods entirely through the dealer and manufacturers of threshing machinery.

The David Bradley Mfg. Co., of Bradley, Ill., will be pleased to send a copy of their "McKinnon Wagon Catalogue" to any applicant. This contains much useful information to all dealers. It is well printed and presents a very neat appearance. When writing mention Canadian Farm Implements.

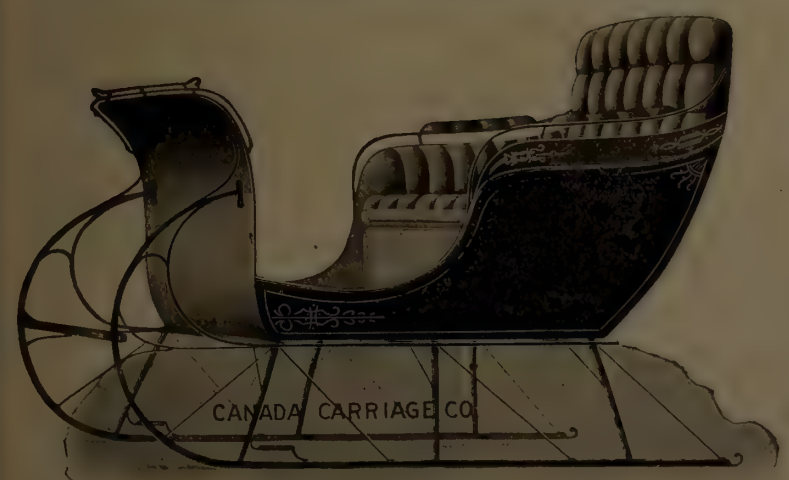
Mr. Robert McLaughlin, President and founder of the McLaughlin Carriage Co., was in the city for a few days recently, visiting his branch here, after which he left for the Pacific coast. Mr. McLaughlin is probably longer in the vehicle manufacturing business than any other individual in Canada and his firm bear an enviable reputation for turning out a high class of goods.

Mr. W. E. McRae, sales manager for the Jno. Deere Plow Co , of Moline, Ill., was in the city a short time ago, spending a couple of days with the Fairchild Co., who handle this line for Western Canada.

Mr. Wm. Burns, Western traveller for the McLaughlin Carriage Co., of Oshawa and Winnipeg, has just returned to the local headquarters of his firm, after an extended trip throughout the West. While away he visited Prince Albert, and touched at several points on the Soo line and also the Canadian Northern. Speaking of trade conditions, Mr. Burns says: "they could not be better." He reports collections a trifle tardy, due to farmers doing a little land speculation, but says that considerable improvement has been made along this line. He considers crop conditions in Western Canada were never better. No water is standing on even the low lands and the crop looks most promising.

Mr. D. J. Taylor, of the Cockshutt Plow Co., has just returned to the city from a ten days' trip, extending as far west as Regina.

Mr. J. L. Neilson, agent for the Chicago cube concrete mixer, and other lines of contractors' supplies, reports the sale of one of these mixers to Messrs. Leach Bros., of Oak Lake, Man., to be used on the construction of their grain elevator being built here, which is to be constructed of cement concrete. He also reports the sale of a Royal Road Grader to the City Board of Works. This machine is manufactured by Smith & Sons, of Kansas City, Mo.



"Two GOOD Ones,"

28 OTHER STYLES

All shown in a Handsome Catalogue to be had for the asking.

We have always had the Cutter Trade because We Had the Largest Variety and Nobbiest Goods at Reasonable Prices.

"See Us Exhibition Time"

THE FAIRCHILD CO., LIMITED

156 PRINCESS STREET, WINNIPEG, MAN.

HEAD OFFICE AND FACTORY—CHATHAM, ONTARIO

The Accompanying Illustrations

will serve to bring to the attention of our agents and patrons throughout the West the ample provision we have made for the production and handling of our "High Grade" Carriages and Pleasure Sleighs.

See our Exhibit during Winnipeg Exhibition week at the Corner of William and Princess Streets (at rear of City Hall). We shall be glad to welcome any and all who visit the Exhibition to call and see us.

Our New Catalogue of Cutters, etc., is now ready. Ask or write for Catalogue "A"—It includes all our handsome new designs.

The Wm. Gray & Sons Co., Limited

WINNIPEG

THE WM GRAY & SONS CO LIMITED FINE CARRIAGES BUGGIES CUTTERS & SLEIGHS
FINE CARRIAGES CUTTERS & SLEIGHS
THE WM GRAY & SONS CO LIMITED
THE WM GRAY & SONS CO LIMITED
CPR
CNR

WINNIPEG BRANCH—JESSIE AVENUE. FORT ROUGE

Japan—Past and Present.

To the casual observer who has watched events in the Far East during the past eighteen months, the meteoric rise of Japan in the estimation of the world from the land of the "Rising Sun" to the "Risen Sun" has been astonishing. A very few years ago—well within the recollection of the elder portion of the present generation—Japan was strenuously struggling to cast aside the trammels concomitant to feudalism and barbarism. To-day, through the industry, patriotism and conspicuous bravery of her people, she stands on a high pinnacle amongst the nations.

Shortly after the wise decision of her Emperor to adopt Western methods in his dominion, the industrious little people were to be met daily in the busy thoroughfares of European and American cities, in colleges and universities, in military academies, in naval yards and in government departments, studiously watching how the affairs of the Western world were conducted. Their care of the most minute details were frequently shown in the shipbuilding yards on the banks of the river Thames, London, Eng., during the building of warships for the Japanese government. The Jap officials on board were never satisfied with departmental supervision of the construction of their ships—they superintended the work themselves and often insisted upon changes being made here and there where the work did not appeal to them. Down among the coal dust and grease of the engine-room and stoke-hold the busy Jap official saw that every detail of the work was thoroughly done, and many times they condemned the armour and insisted upon the strongest armour-plated steel being used. The patient industry and laborious study of the little Japs has been amply rewarded, for at one bound Japan has risen like a meteor from a comparatively unknown country to a high rank among the nations of the world. Her achievements in warfare on land and sea have surprised the peoples of the world, and the last staggering blow she has inflicted upon Russia—whereby that unfortunate empire lost her available navy—upset all calculations made by prominent naval experts.

History tells us that five centuries ago Japan did not possess any proper literature of her own; but at a later period, Chinese literature began to invade the country from Korea, and was soon followed by the teachings of Buddha and the Hindoo Philosophers. Prior to this epoch the only literature in Japan was poems, somewhat similar in form to those of Homer, and like them, dealing almost entirely with warfare. But with the growing commercial intercourse with China, Japanese literature developed for a time quite rapidly, only to be crushed once more by the feudal system, as the feudal barons were far too busy killing one another and robbing others to waste much time on education and literature.

Then came a period of reaction, which not only put an end to all literary activity, but robbed life of all enjoyment, which people were supposed to put off until the life in the hereafter, and for this reason there was a great demand for priests and religion.

Italy and Spain were the first countries to send monks to Japan. These religious missionaries were well received by the people and brought about another change, inasmuch as many of the feudal barons embraced Christianity and several churches were built at Omi and Kioto. This took place about 350 years ago. Europeans were received in the most friendly manner by the Japanese during the following 70 years. When popular feeling toward missionaries underwent a change at a later period, it was due entirely to the inherent intrigue of the Jesuits and the jealousy of the different Christian sects among themselves. During those seventy years of friendly intercourse Japanese literature received great impetus, as the priests did everything in their power to educate the people. But when the Shogun ordered that all foreigners must leave the country, not only the religious element but also the educational element left Japan.

The Dutch alone, who had taken sides with the Shogun, were exempt from the force of this edict—they being allowed to remain in Nagasaki under certain restrictions. A royal decree was promulgated prohibiting the introduction of books into the country, as it was feared that foreign literature would foster the spread of the Christian religion. By this ordinance, Japanese literature was again severed from outside influence. During the next two and a half centuries it developed slowly but independently.

With the opening of the nineteenth century, and more especially after the visit of an American squadron under Commodore Perry, the people of Japan began to long for knowledge; and thus a new era dawned.

Medical and geographical works —(political literature was invariably confiscated)—fell into their hands and they soon demanded to be given chances of education like the foreigners had. The Mikado then wisely decided to open the country to foreigners and encouraged the introduction of Western methods into his realm.

Just over thirty years ago the first university was founded and schools were opened. All children were ordered to attend school regularly from their sixth year, and today, 85 per cent. of Japanese children attend the public schools.

One of the greatest obstacles in the path of education in Japan was the total lack of a moral standard. In the Western world the ethics of Christianity were naturally adopted as a guide to influence the people in an educative view point; but Japan possessed no recognized teachings of native philosophers, excepting the works of those who

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it but come and see our machines in operation at the Winnipeg Exhibition and see for yourself. As the territory is being rapidly taken, secure the agency at once. :: Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

WE HAVE

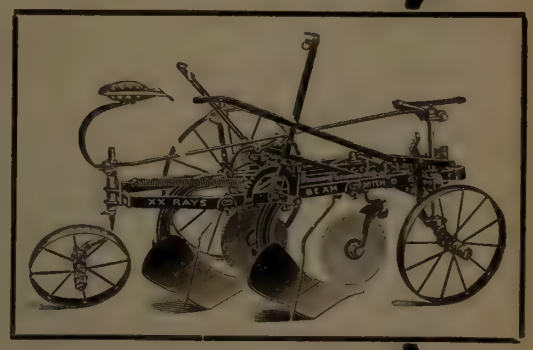
Just placed on the market our

XX RAYS BEAM HITCH GANG

Which is being extensively sold in this section. We have room for a few more good live agents. Call or write us to-day.

Many of our famous X and XX Rays Frame Hitch Sulkies and Gangs are in use in Northwestern Canada, but on account of the preference many farmers give to a Beam Hitch Plow we have produced their ideals in our

X RAYS Beam Hitch Sulky and XX RAYS Beam Hitch Gang



XX RAYS BEAM HITCH GANG.

Same as XX Rays Frame Hitch with the exception of being a Beam Hitch Gang. Beams will stand hardest of plowing—will not bend. Foot-Lift. 1000-Mile Axles Write for circular.

When at Winnipeg call at our Agency. If our goods are not sold near you, write for the agency at once. There's good money in it.

DAVID BRADLEY MFG. CO., WINNIPEG, MAN.
McRae Bldg., Cor. King and James Sts.

M. J. MILLER, Canadian Representative.

Home Office and Factory: BRADLEY, ILL., U.S.A.

saw in patriotism the highest of all ideals. A few adopted the Christian faith and morals; others embraced the teachings of Kant and other European philosophers. It is thus even to-day. Everything is confusion and chaos. Recent events have manifested to the world that Japan possesses diplomatists, soldiers and sailors of the foremost rank; but a great man—a great religious leader—has yet to be born to lead the people to a uniform and true religious faith.

In regard to the question of education, it is of interest to us to know that women greatly influenced early Japanese literature; but it was not until after the introduction of Western methods that girls were allowed to go to school, and even now they are permitted to attend only the lower classes.

Public opinion in Japan is strongly opposed to an equal educational standard for men and women; but this prejudice is being gradually overcome, and about a year ago, a private high school for girls was opened which has proved such an unqualified success that it is only a question of time ere the government will throw open the doors of its colleges and universities for the admission of girls. In fact, the leading thinkers and scholastic erudites of Japan are manfully struggling to overcome the difficulties that oppose the paths of education, and more especially to overthrow the opposition of the ultra-conservative people in Japan, the number of whom is still very large and who systematically oppose every change; but the progressive element in the country and the advocates of education receive so much encouragement from outside sources, more especially from England and the American continent, that the task no longer seems hopeless, and the feeling strongly pervades the progressive circles that they are not working for the Japanese people and country alone, but for the whole human family.

For Canadian Farm Implements
by—L.W.T.

A Mailing List.

One end of the implement and vehicle business that is capable of considerable development is that dealing with the question of sales. One of the strongest methods adopted by many dealers is that of writing their customers personal letters, when they are aware that these customers are in need of goods or when they have some particularly good line to offer. This necessitates a mailing list, and no progressive implement or vehicle dealer should be without a mailing list, and when he has such a list he should make the greatest possible use of it.

One cannot estimate the value of a personal letter, or a series of personal letters. By writing the farmer you keep him in touch with you and your business and he is more ready to give his patronage to a man with whom he is in continual correspondence than he is to give it to another man with whom he has only a slight acquaintance.

The most satisfactory method of keeping a mailing list is by means of the "card index system." It is the simplest form of system and exceedingly comprehensive in detail. It is easy of reference, and this has made it popular in all lines of business. The card system is a great saver of time and can be purchased for an exceedingly small sum. Next to a personal interview, and steady, persistent advertising there is nothing that counts like a personal letter, and for keeping a mailing list that is always handy and easy of reference there is nothing to equal the "card system."

On Concrete and Cement.

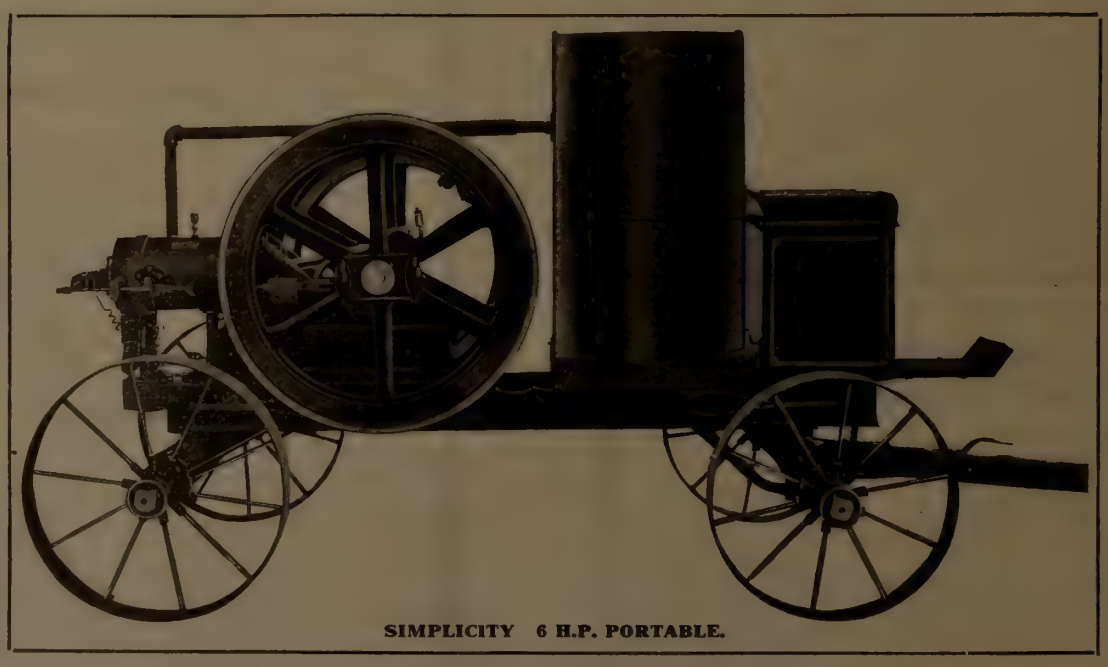
We recently received a valuable booklet from the Municipal Engineering & Contracting Co., of Chicago, containing a lot of information for the man who is interested in the making of concrete and cement, and published specially for the benefit of the dealer who is handling concrete mixers, especially the Chicago Improved Concrete Mixer, manufactured by this concern. This booklet deals with the question of cement and concrete formation and mixing and is full of sound sense and deep thinking on these topics. To the dealer who is interested in this line of business we would say that he will find it to his advantage to peruse this pamphlet, which the company have entitled, "Instructions to Agents," and which they are willing to mail to all applicants. When writing we would thank you to mention Canadian Farm Implements.

MR. IMPLEMENT DEALER---

Don't Overlook Our Exhibit at the Winnipeg Fair---If you do, you are Losing Money.

This is only one of our Models, we have Ten others.

Oil and Water Cooled.



SIMPLICITY 6 H.P. PORTABLE.

Simplicity Engines will Operate on Gasoline, Gas and Distillate in any kind of weather.

JOSEPH MAW & CO., Limited, Distributors, Winnipeg, Man.

Manufactured by WESTERN MALLEABLE & GREY IRON MANUFACTURING CO., Milwaukee, Wisconsin

Toronto Warehouse.

TELEPHONE MAIN 1529.

ADAMS BROS.

HARNESS MANUFACTURING CO. LIMITED

MANUFACTURERS OF
HARNESS,
COLLARS, SADDLES,
HORSE BLANKETS,
SADDLERY HARDWARE
LEATHER, ETC.

OFFICE, SALESROOM & FACTORY,
COR. KING & FREDERICK STS
TORONTO, ONT.

Winnipeg Warehouse.

Winnipeg Branch: Market St. East

Saddles Saddles Saddles

WE have secured and will have on exhibition over one hundred saddles that were through the South African War and used by our own Canadian soldiers who fought so nobly.

A great many of these saddles were made by MAIN & WINCHESTER of San Francisco, the celebrated cowboy saddle makers.

These saddles will be on sale during exhibition at our warerooms, and no such chance will ever occur again of obtaining a South African War relic and a first-class Western saddle at a good deal less than actual cost.

During the exhibition we shall be pleased to have all our customers and friends call and inspect our new warehouse.

Adams Bros. Harness Mfg. Co. Ltd.

F. W. ADAMS,
Manager.

Correspondence

Kossuth, Man.,
June 6th, 1905.

Dear Friend Frank,

As soon as I noticed that you had started a paper in the interests of the implement dealers, I thought I would write you with reference to some of the troubles I have noticed in keeping father's books.

There are a whole lot of things that are wrong in this world and it seems to me that the implement business should be run quite a bit different to what it is, and while I am trying to educate dad to some of the ideas that I learned while at college, he will not always listen to me, as he thinks he knows the implement business better than I do. For this reason I am going to tell you my tale of woe to see if you can give me some help.

Last year several lines of implements increased in price, costing us considerably more than formerly. We, however, did not get anything more from the farmers than we received the previous year. Everything went at about the same old price and we gave the difference in the profits to our customers. I tell father that when goods cost us more we should get more for them, but he says:—"I have to sell at the same price as Jack Dealer or go out of the business." That is always his argument and it is something I cannot refute. I believe there are many lines we are selling that we do not make any profit on, and some lines do not even pay the cost of selling. What are we going to do? That is the question bothering me just now.

In looking over the books, and taking an average for a period of years, I find we have the following expenses to meet each year:—

To keep the house at $60 per month	$720 00
Extra help	600 00
Insurance and taxes	95 00
General expenses, stationery, postage, etc.	25 00
Seven per cent. on the value of our building, horse, rig, etc., $3,000.00	210 00
Bad debts (about)	200 00
Total	$1850 00

Our "turn over" last year amounted to about $15,000, so that it appears to me that it is costing us about 12½% to sell our goods before we make any profit on them.

I think there must be many dealers in the country who have found the same trouble in their businesses as I have discovered in father's. I would like to hear from them, through the columns of your valuable paper, in this regard. I think we would be all benefitted, in fact, I feel confident I would.

Your Friend,
ANNA NIAS.

Home Without a Mother.

Howard and Dorothy were discussing family matters.

"When I am a man," said Howard, "I intend to marry Cousin Allan."

"You can't do that," answered Dorothy, "because men don't marry one another."

"I can so," persisted Howard. "I should like to know why not?"

"Because," said Dorothy, looking wise, "their children would have two papas and no mammas."—Lippincott's Magazine.

O'Grady's Goat.

O'Grady lived in Shanty row,
The neighbors often said
They wished that Tim would move away,
Or that his goat was dead.
He kept the neighborhood in fear.
And the children always vexed;
They couldn't tell jist whin or where
The goat would pop up nexht.

Ould Missis Casey stood wan day
The dirty clothes to rub
Upon the washboard, when she dived
Headforemosht o'er the tub;
She lit upon her back an' yelled,
As she was lying flat;
"Go git your goon an' kill the bashte,"
O'Grady's goat doon that.

Pat Doolan's woife hung out the wash
Upon the line to dry,
She wint to take it in at night,
But stopped to have a cry;
The sleeves av two red flannel shirts,
That once were worn by Pat,
Were chewed off almost to the neck,
O'Grady's goat doon that.

They had a party at McCune's,
An' they wor having foon,
Whin suddinly there was a crash
An' ivrybody roon;
The eyster soup fell on the floor,
An' nearly drowned the cat;
The stove was knocked to smithereens,
O'Grady's goat doon that.

Moike Dyle was coortin' Biddy Shea,
Both standin' at the gate,
An' they wor jist about to kiss,
Aich other sly and shwate,
They coom togither loike two rams,
An' mashed their noses flat;
They niver shpake whin they goes by,
O'Grady's goat doon that.

O'Hoolerhan brought home a keg
Av dannymite wan day,
To blow a cistern in his yard
An' hid the stuff away;
But suddinly an airthquake coom,
O'Hoolerhan, house an' hat,
An' ivrything in sight wint up,
O'Grady's goat doon that.

An' there was Dooley's Savhin's Bank,
That held the byes' sphare cash,
One day the news came doon the sthreet,
The bank had ghone to smash;
An' ivrybody 'round was dum
Wid anger and wid fear,
Fer on the dhoor they red the whords,
"O'Grady's goat sthruck here."

The folks in Grady's naborhood
All live in fear and fright;
They think it's certain death to go
Around there after night;
An' in their shlape they see a ghost
Upon the air afloat,
An' wake thimselves by shoutin' out:
"Luck out for Grady's goat!"

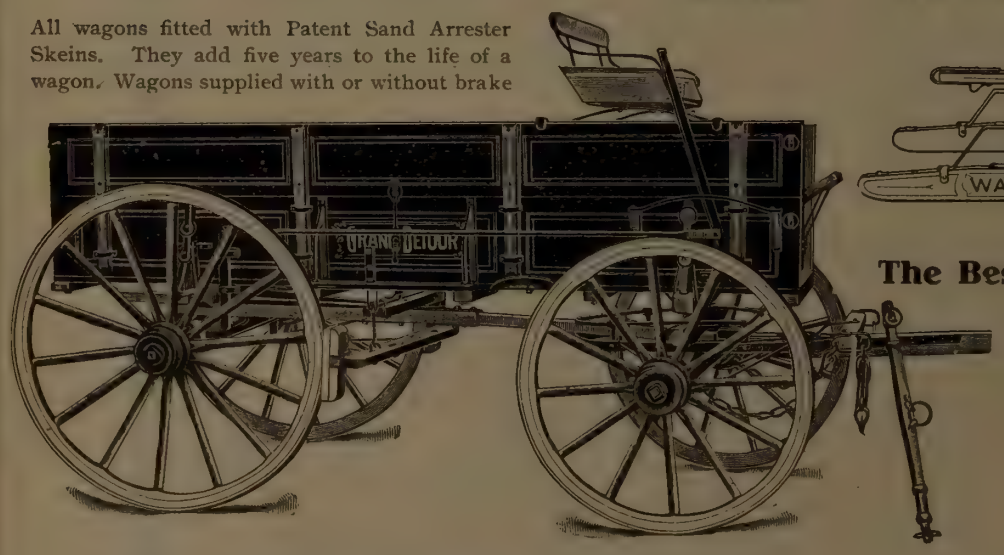
—Will S. Hays, in Y. M. I. Magazine.

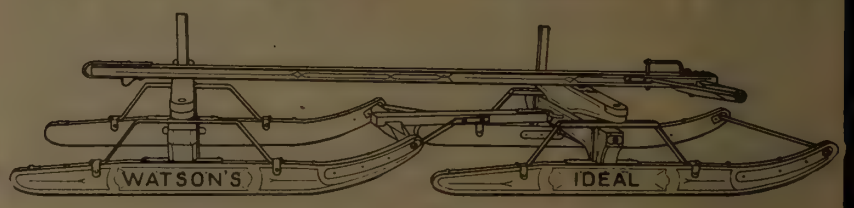
GRAND DETOUR WAGONS and WATSON SLEIGHS

A TRADE WINNING COMBINATION

When at the Big Fair Don't Fail to See Them

All wagons fitted with Patent Sand Arrester Skeins. They add five years to the life of a wagon. Wagons supplied with or without brake





Made in 2-inch and 3-inch steel or cast shoeing

The Best Selling Sleigh--It Sells on its merits

Notice Our Front Bench-- It's Trussed

This is only one superior point. Our Sleighs have many.

CALL AND SEE THEM AT OUR NEW SHOWROOMS

Corner of

Henry Avenue and Chambers Street

John Watson Mfg. Co. LIMITED

WINNIPEG, - MAN.

A Legal Tangle.

An Associated Press dispatch from Chicago, dated June 21, reads as follows:

Sweeping charges of bribery, corruption, conspiracy and fraud are made against the International Harvester Co. by Mrs. Margaret G. Swift, of Chicago, in a bill in chancery filed in the circuit court recently. Mrs. Swift is the wife of Rodney C. Swift, who formerly was employed by the company as head of the experimental department. Before the organization of the larger concern he was an employee of the McCormick Harvesting Machine Co. for twenty-five years. The International Harvester Co. recently sued Swift on a charge of his having said he paid $75,000 for a corn harvester patent while in their employ, when in reality he had paid the inventor only $50,000 for the patent.

CHARGES CORRUPTION OF LEGISTURES.

Mrs. Swift charges bribery of legislatures, particularly those of Illinois, Kansas and South Dakota. She alleges that during last winter "by expenditure of large sums of money, the company defeated the passage of a bill in the Illinois legislature intended to permit the manufacture of binder twine in penal and reformatory institutions." It is further declared that "it has been the practice of the company ever since its organization to expend large sums in corruptly influencing legislation in Illinois and elsewhere."

The corporation's managing directors are charged with being responsible for these tactics. The bill sets forth that $8,000 was expended in 1903 in defeating the passage of a bill by the legislature of Kansas bearing on alleged contracts between the International Harvester Co. and its agents. In the same year, it is charged, money was used corruptly to kill a measure for the establishment of a binder twine factory in the prison at Sioux Falls.

CHARGES OWNERSHIP OF COMPETITORS.

Aside from the alleged legislative corruption, the charges pertaining to railroad rebates and tax schedules are dwelt upon emphatically. It is complained that before the transfer of its stock in 1902 the McCormick company unlawfully collected rebates to the amount of more than $1,000,000 and that since the International corporation was created this practice "has been kept up." The Illinois Northern railroad is mentioned as the agency through which the corporation secured most of the rebates, and its directors are asked to answer the charge.

Mrs. Swift alleges as tending to prove monopoly the purchase two years ago of the D. M. Osborne Co., a New York establishment, and the Aultman-Miller Co., an Ohio concern. The International Harvester Co. is accused of endeavoring to control the binder twine market in conjunction with the Plymouth Cordage Co. It is charged also that the International company owns the International Harvester Co., of America, a Wisconsin corporation capitalized at $1,000,000, an arrangement said to permit the larger company to cheat various states in taxes and license fees. Mrs. Swift finally asserts that the Keystone Co., ostensibly a competitor, really is owned by the International.

Speaking of the company's side of the case their attorney, Mr. J. S. Miller, recently stated as follows: "The purpose of the suit is obvious on its face. I understand that shortly before the beginning of the suit against Swift brought by the Harvester company, Swift threatened, if his conduct was exposed, to make some such attack upon his employers as this complaint of his wife now makes. This threat did not avail and the suit for an accounting was brought against him by the company.

"Thereupon his attorney gave a similar warning, and a few days ago sent around the 243 questions that are made a part of Mrs. Swift's bill. This was supposed to let the company know the nature of what was coming. But the Harvester company could not be bluffed and no attention was paid to these threats.

SAYS SUIT HAS NO MERIT.

"Upon technical grounds alone, the suit of Mrs. Swift has no merit. She secured possession of her stock in the Harvester company only a few weeks ago, and the transfer was made on the books of the company this month, I understand. A person cannot buy stock in a corporation in order to make complaint of acts which took place prior to becoming a stockholder.

"It is interesting, as bearing upon motive, that an innocent person should deliberately buy an interest in an enterprise which he at once attacks as illegal, basing that attack upon matters he professes to have known for years."

RUTH SELF FEEDERS for threshing machines not only cut the bands and carry the grain to the cylinder, but help the cylinder to do better threshing and the separating parts to do better separation.

RUTH SELF FEEDERS deliver the grain to the threshing cylinder in a thin regular sheet, preventing "slugging" the cylinder and "bunching" in the separator, two of the most usual causes of grain wasting.

RUTH SELF FEEDERS save the expense of cutting bands and feeding by hand, and they do the work better as well as cheaper.

RUTH SELF FEEDERS are entirely rotary and perfectly balanced in action, without crank shafts and oscillating parts, hence do not shake themselves and the separator to pieces.

RUTH SELF FEEDERS have grain-tight bundle carriers, allowing no leakage to clean up after the job is done.

RUTH SELF FEEDERS have perfect acting "start and stop" governors.

RUTH SELF FEEDERS are shorter and more compact than others.

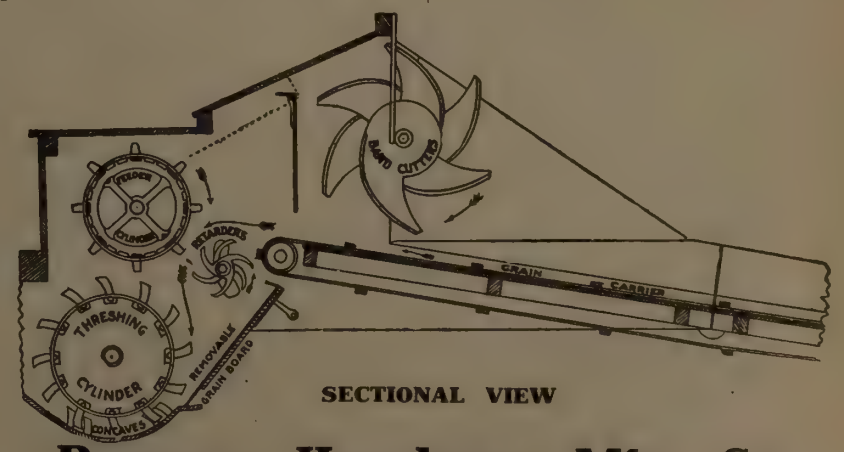
RUTH SELF FEEDERS carry most of their weight directly over the front axle of the thresher. They are built heavy enough to be strong and durable. No part is slighted in weight to cheapen the cost of construction. They need no under-braces nor over-stays in attaching. Two bolts only fasten them firmly and permanently to the thresher.

RUTH SELF FEEDERS run light, last long, work perfectly, cause the thresher to work better, are easily attachable to all threshers, and they have not a single experimental feature about them.

All thresher manufacturers can supply and attach Ruth Self Feeders.

RUTH SELF FEEDERS and repairs are kept in stock at Winnipeg, Man.

Six years of unqualified success in every trying kind and condition of grain have firmly established the reputation of the RUTH SELF FEEDER.



SECTIONAL VIEW

Parsons Hawkeye Mfg. Co.
SALES AGENTS
140 Princess Street -- WINNIPEG, MAN.

To Gasoline Men.

What is said to be another fake is at present being worked to a considerable extent throughout the North Western States of the Union. This is in connection with the sale of a compound guaranteed to make gasoline positively non-explosive. So far we have heard nothing of any attempt to work this game in Western Canada, but well knowing that what is found a means of humbug in the United States is not long in being introduced into this country, and deeming that "a stitch in time saves nine" we give this warning to our readers. As far as is known there is nothing that can be mixed with gasoline that will render it immune from explosion under certain conditions, without totally destroying its use as gasoline. Tests have been made by competent authorities with a view to finding out if there was anything in the claims of those who are selling this compound. Every test has shown them to be false, it being possible to explode both the "doctored" as well as the pure gasoline under certain conditions. An expert speaking on the subject says:—"You can explode gasoline in only two ways, one is to bottle up the can tight and build a fire under it, and the other is to mix one part of gasoline with six parts of air. Under these circumstances it will explode whether 'doctored' or not."

Exceptional Insurance Losses.

That the fire insurance business is anything but profitable is amply borne out by the report recently issued by the Superintendent of Insurance at Ottawa.

The experience of the Canadian companies in 1904 shows that a total expenditure of $9,622,684, and a net cash income of $8,301,140—or a deficit for the year of $1,115,-065. Out of ten Canadian companies, only two show an excess of income over expenditure.

The loss on the year's operations shown by the British companies is greater than that of the Canadian companies. Their net cash income was practically the same as that of the Canadian companies, but in losses and expenses they paid out no less than $2,401,524 more than the total receipts. Out of nineteen companies only two show an excess of income over expenditure.

The United States companies, in proportion to the extent of the business they do in Canada, have been equally as unfortunate as either the British or the Canadian companies. Of the nine companies not one shows any excess of income over expenditure.

The total deficit on the fire insurance business for the whole of Canada for 1904 is as follows:

	Deficits, 1904.
Canadian Companies	$1,115,065.79
British Companies	2,401,524.11
United States Companies.	772,743.21
Total	$4,289,333.11

The rate of losses paid per cent. of premium incomes received, and also the rate of expense, is as follows:

	Fire Loss.	Exp.
Canadian Companies, p. c.	80.30	.33.80
British Companies, p. c...	109.87	.27.76
U.S. Companies, p.c.. ..	109.25	.27.05

There is only one conclusion to be drawn from the figures we have taken from the superintendent of insurance's statement, and that is that the insurance business in 1904 was very unprofitable, and abundantly explains the retirement from Canadian territory of many companies of undoubted standing.

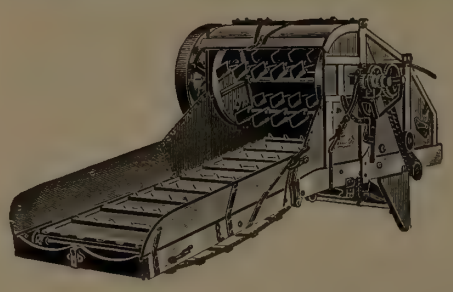
Strong Company Formed.

As a direct result of the Chicago Teamsters' strike, the Employers' Teaming Co., which was organized to break the strike, has been incorporated in West Virginia with a capital of $100,000, and authorized to do business in Chicago with a capital of $25,000.

Their charter allows them to manufacture, own, buy, sell and deal in wagons, trucks, buggies, carriages and vehicles of all kinds; to buy, sell and deal in horses; to own, manufacture and operate automobile trucks; to own, operate, conduct and manage livery stables and teaming stables and engage in the delivery and teaming business; to manufacture, buy, sell and deal in harness and horseshoes; to own, maintain and operate horseshoeing and blacksmith establishments and to own real estate and buildings in which to conduct any or all of the above lines of business. Frederick W. Job is the agent of the company in Illinois.

Build up your business on a solid foundation. It counts in the long run.

MADE IN WESTERN CANADA



THE CANADIAN MONARCH

The Monarch is the only band cutter and self feeder built that CAN and DOES lift the butts off the grain, at the same time spreading it perfectly, just as a man would do by hand. All threshermen know this is the only proper way to feed. The feathering motion does not knock out the cylinder teeth or break concaves. The feed is perfectly even and uniform across the entire width of the separator cylinder. The Monarch supplies any separator to the separator's capacity.

We will be glad to see you at our Exhibit at the Winnipeg Industrial, or at our office, 774 Dufferin Ave., two blocks east of main entrance to fair grounds

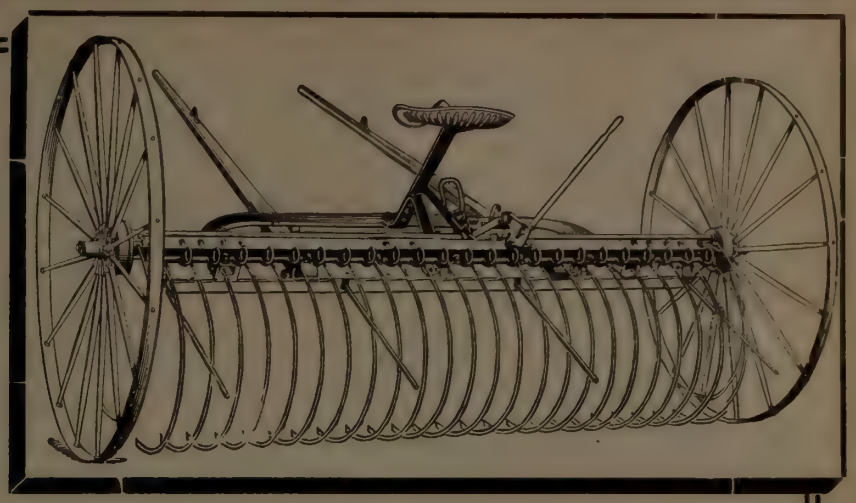
MANUFACTURED BY

The Norris Implement Co.
LIMITED
Winnipeg - Canada

THE CLOSZ ADJUSTABLE SIEVE

There is but one *Perfect Adjustable Sieve and Chaffer*. It is manufactured for the Canadian trade by us. Orders to date double 1904 sales. It is the strongest; has the best adjustment. Nothing but high grade material used in our factory. It will last the life of any separator. Both Sieve and Chaffers can be adjusted while machine is in motion. Send in your order to us for the best Adjustable Sieve on earth. Special discounts to dealers.

Walter A. Wood

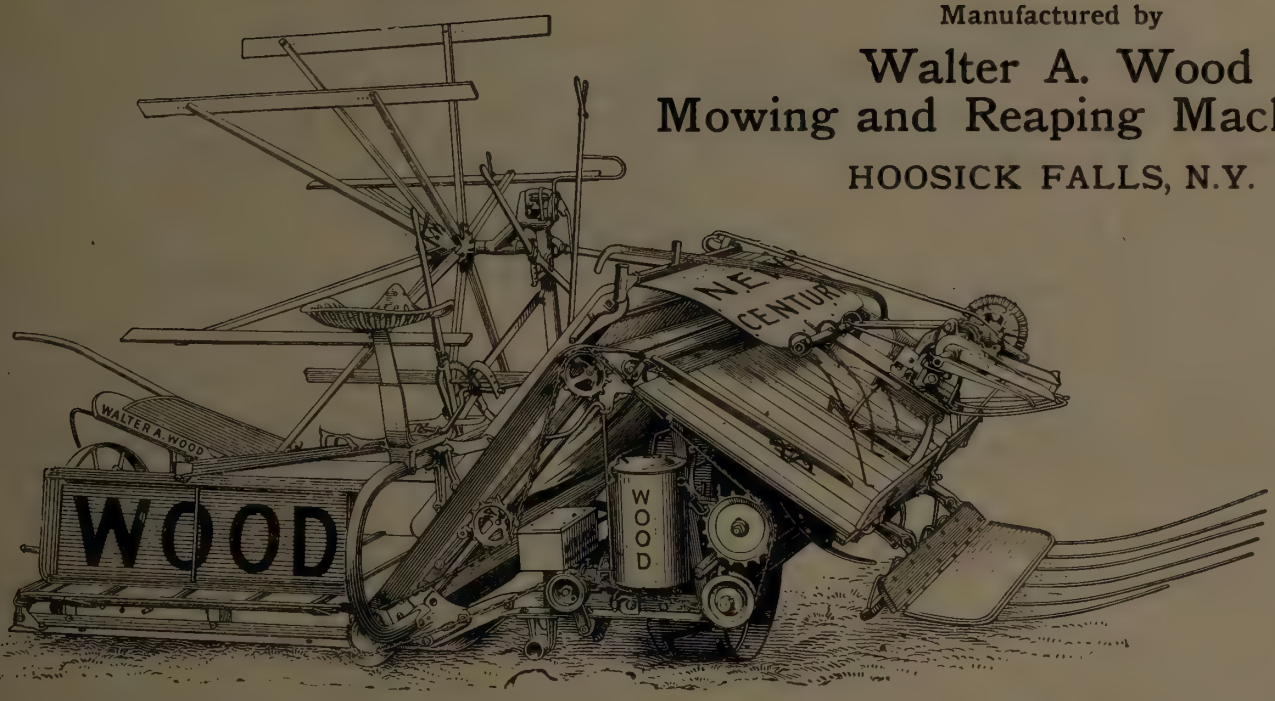


NEW CENTURY LINE

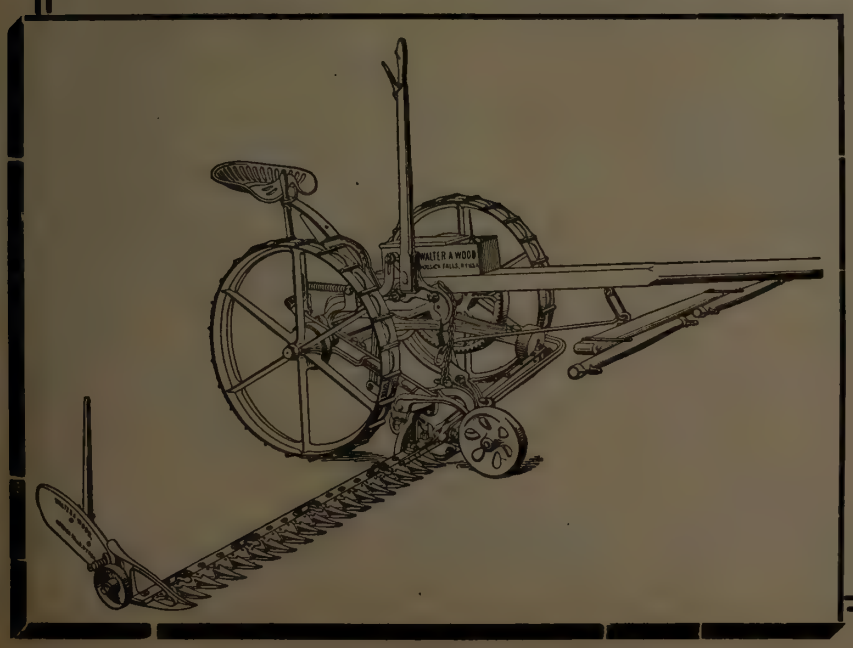
Manufactured by

Walter A. Wood Mowing and Reaping Machine Co.

HOOSICK FALLS, N.Y.



HAYMAKING AND HARVESTING MACHINERY



Sold Exclusively in Western Canada by

THE

Balfour Implement Company, Ltd.

913 Union Bank Building, Winnipeg, Man.

Wealth the Criterion.

Following the tremendous strides in progress that the world has made during the past century there has come a change in the world's method of measuring a man's success. Time was when a man was judged according to the deeds he performed, but this method of judging has undergone complete revision. Now a man is judged by the amount of wealth he possesses. The gathering of wealth is the grand accomplishment of all success. In order to secure recognition one must be possessed of wealth, and the greater the wealth the greater the recognition, consequently the greater success.

All are in business for profit. There are none in business for pleasure or their health. Wealth is the source from which commerce emanates just as much as commerce is the source from which wealth comes. It has been said, "Modern business methods could not exist between friends," yet the entire world works this game in a friendly manner. Here and there we find cases where the rivalry has reached to such an extent that the competitors commence cutting prices in order to try and drive one another out of business. Here and there we find many not playing the game square. Why? Simply that they may get rich the sooner, if that is possible.

The dominant impulse that governs the life of the successful man is the acquisition of wealth. He may have other ambitions and aims but these all fall short in comparison with his main effort.

Keep up your courage. It is the weakling that falls by the way. Don't be a weakling.

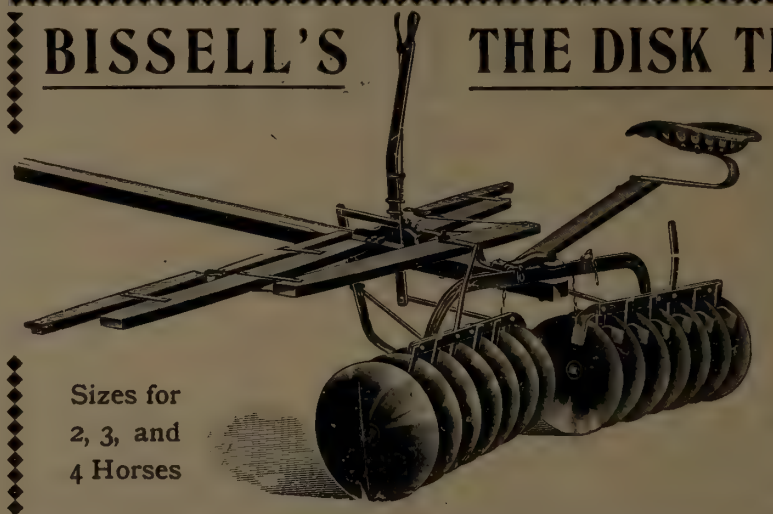
Times Have Changed.

Assuredly times have changed. Egypt, famed in song and story as the home of the camel and the pyramids, is gradually changing to the more modern ways of the Western world. To-day one can take an electric car and visit the sphinx and, we have no doubt, it will only be a matter of time before the bulletins will be announcing the results of International automobile races across the great Sahara Desert. That the Egyptians are becoming more and more alive to the value of our modern methods is borne out by the following clipping of an advertisement that appeared in a Cairo newspaper recently.

"Mahommed Ben Ali Yusuf begs to announce to nobility and Cairo smart set that he has opened a high-class restaurant shop at No. 3 Sharia Manakh, Muski. Everything A1 and dam cheap. Prices quite wonderful.

N.B. — Delectable music and dancing ladies every evening."

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

None genuine without the name "BISSELL."

Address: T. E. Bissell, Dept. "I," Elora, Ont.

$50,000 in Prizes and Attractions

ATTRACTIONS

JUAN CAICEDO—King of the wire.
ROSTOW—Russian Equilibrist.
YE COLONIAL SEPTETTE—Musical Act.
THE CLARKONIANS—Flying Trapeze.
NELSON COMIQUES
BROS. CLARKE—Great Jockey Act.
SISTERS RAPPO—Siberian Dancers.
THREE YOSCARYS—
—French Comedy Acrobats.

F. W. DREWRY, President.
R. J. HUGHES, Secretary.

Western Canada's Great Industrial Fair

WINNIPEG

SPECIAL RATES ON ALL RAILROADS.

MAGNIFICENT FIREWORKS.

SEVEN DAYS' RACING.

UNPARALLELED ATTRACTIONS

JULY 20th to 28th, 1905.

The Plows Will Soon Be Going

In ten thousand stubble fields. The golden grain will be harvested, and between the click of the harvester and the hum of the thresher, millions of acres of stubble will be turned up to the friendly elements.

This leads us to say

There is no Plow like the John Deere Plow

The New Deere Gang is its Most Advanced Type

There are more New Deere Gangs now in use in Western Canada than any other make or style of gang plow. When a Canadian farmer is willing to pay a higher price for a New Deere Gang than he can buy the product of his home factory for, it means only one thing—that is, he considers the New Deere Gang a better plow. We claim superiority for the New Deere Gang in

Quality of Work

Strength and Durability .. Ease of Management .. Lightness of Draft

We can demonstrate our right to this claim in any one or every one of these points to the complete satisfaction of any fair minded man. Don't you fool yourself, or let any one else fool you into believing that any other plow is equal to the New Deere in these points. It has no equal and it is sold by responsible dealers all over Western Canada who stand ready to show you. It will be money in your pocket to find out for sure about it before you buy your plow for fall work.

Deere & Company, Moline, Illinois, U.S.A.

The Fairchild Co., Ltd., General Agents, Winnipeg.

GENTLEMEN OF THE IMPLEMENT TRADE:

The above is a reproduction of an advertisement now being published in The Nor'-West Farmer, The Canadian Thresherman, and The Furrow (the last named paper being published by ourselves). The combined circulation of these three papers is over 50,000 copies among the prosperous farmers of Western Canada. We are doing more than any other manufacturer in our line to keep our goods prominently before the better class of buyers. You know the wonderful power of good advertising when backed up by good goods. Honestly and frankly, is it not to your interest to handle the best line of Plow Goods, when it is so well supported by good advertising? A good many hundred of you will visit the big fair this month. We especially invite you to inspect our Plow exhibit at the sample rooms of our Canadian Representatives, **The FAIRCHILD CO.,** *Ltd.,* **156 Princess Street, Winnipeg.**

DEERE & CO., MOLINE, Ill., U.S.A. MANUFACTURERS OF THE FAMOUS JOHN DEERE PLOWS.

Adopt Wheel Height Standards.

At a recent convention, held for the purpose, American wagon manufacturers decided to adopt a uniform standard of wagon wheel heights. In this connection we publish the following letter issued by the secretary of the National Wagon Manufacturers' Association:

"The farm wagon trade throughout the country are aware that the manufacturers have been endeavoring for some time to find means of dispensing with some of the useless variety of detail in wagon parts and to bring about sensible standards that will benefit the jobber, dealer and consumer, as well as themselves, as the admitted evil of ever-increasing variety is constantly adding to the expense and inconvenience of all.

"The height of wagon wheels for one and two-horse wagons as used on farm and mountain wagons, header and farm trucks, but not log or special wagons, was first considered and after a thorough canvass of trade and selling conditions as well as practicability, among not only wagon manufacturers, of whom ninety-one out of ninety-four gave the proposed change their unqualified approval, but also the jobbers from coast to coast, who have commended it heartily, and it has not met with a single objection from the retail dealers, who have considered it by articles appearing in the trade papers throughout the country.

"Numerous letters of interest and appreciation have come voluntarily from manufacturers of wood and iron materials, machinery, and, in fact, the allied trade generally. Nothing heretofore undertaken by the association for the benefit of the trade and manufacturing conditions has met with such universal approval.

"The following heights (measured without tire) have been adopted as standard:

"Front wheels, 44 inches; rear wheels, 52 inches.

"Front wheels, 40 inches; rear wheels, 48 inches.

"Front wheels, 40 inches; rear wheels, 44 inches.

"Front wheels, 36 inches; rear wheels, 44 inches.

"These heights possess every desirable advantage in strength and ease of draft, also the same gears will interchange on three of the heights.

"Soon after July 1, 1905, these heights will be furnished the trade by the various factories as quickly as their shop conditions will permit, but as the materials for the old heights will in many cases work for the new it is expected that the new will be furnished the trade generally during the year 1906, and perhaps in many cases before.

"The adoption of these standards is going to permit the manufacturer to get his wheel materials, both wood and iron, with less delay and will enable him to supply his trade more promptly.

"It will also benefit the jobber and dealer in requiring them to provide less storage space than heretofore, and in reducing their investment in wagons.

"With the consumer the benefit will be felt by reason of his wheels being standard any place in the country, so that repairs can be readily and economically obtained.

"This change being made in the gradual manner proposed, need cause no disturbance in stocks now being carried, but with all concerned will be made effective because of the money value attached to the economy of it and the convenience and saving of time.

"The encouragement given this first attempt to bring to reasonable standards such important parts as wheels (of which there has been so great a variety) no doubt will lead to similar undertakings in other directions for the mutual benefit of the manufacturer, his customers and the consumers.

"The association greatly appreciates the assistance afforded them in this effort by the trade press and all others who have aided in making it possible."

National Wagon Manufacturers' Association.

E. W. McCullough, Secretary.

The source of power is in human emotion—in human desire. Men get what they work for, and in just the measure they work for it. The measure of success is the measure of desire.

Canada's Trade in Australia.

The Canadian commercial agent for New South Wales, Queensland, and New Zealand in reporting on trade opportunities in Australia for Canadian products says:

"I received catalogues from Canadian manufacturers, but pointed out it was useless to expect the machines to be successful here without being specially fitted for the conditions. An enterprising firm sent out to New Zealand seven years ago a traveller with a number of fanning mills, but he found, as I advised, that the machines would need to be reconstructed. A company was formed which made the needed changes and it is now doing business in New Zealand and Southern Australia, but so far as I am advised, it has not yet entered this state.

"The thresher commonly used here is the English beater drum. It is effective but heavy, and some of the roads demand a lighter article. A large agriculturist has determined to try the American form of thresher. He offered the order to a Canadian firm, but it was unable to undertake the delivery of the machine in time.

"Canadian engines are used for driving sawmills, but I have seen none employed on the farms and for general traction, although many from England and some from the United States are used. A Canadian firm sent out an expert with two or three engines, and he found that with certain changes to fit them for the rough roads and tracks on which they would have to be used—the substitution of steel for cast-iron driving wheels being the chief one of these changes—there would be a good demand for them.

The North-Western Limited

THE NORTH-WESTERN LINE

LEAVES MINNEAPOLIS 8.00 P.M.

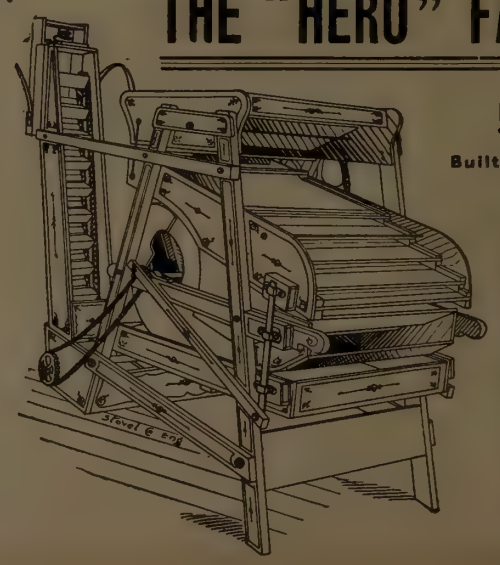
LEAVES ST. PAUL 8.35 P.M.

ARRIVING IN CHICAGO 8.55 A.M.

YOU WILL BE IMPRESSED WITH THE SUPERIOR APPOINTMENTS OF THIS FAMOUS ELECTRIC LIGHTED TRAIN.

GEO. A. LEE
GENERAL AGENT
WINNIPEG, MAN.
PHONE 2443. 513 UNION BANK BUILDING.

THE "HERO" FANNING MILL



LATEST IMPROVED

Built in Winnipeg to Suit Manitoba and Territorial Grain

This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

MANUFACTURED BY
DOW WADGE IMPLEMENT CO.
WINNIPEG, MAN.

Their higher speed enabled lighter engines to be used to better effect than those now generally employed. Unfortunately nothing has been done since. In this as in the case of many other lines, the machines must be introduced by a specialist who thoroughly understands how to work them. A failure or two through defective handling at the outset would condemn the machines and stop sales.

"Every mail brings enquiries respecting the possibility of finding a market for Canadian goods, but commonly neither catalogues nor prices, and still more rarely samples and discounts. As a consequence it is almost impossible to get a good firm interested, and then there is a delay of three months waiting the necessary information.

"Very many lines, such as plows, pianos, etc., will require an expert to introduce them. Here and there can be found a firm which will order a sample to test it, but such firms are commonly not financially strong. Good firms are necessarily conservative; otherwise, in a market like this, for which the world caters, a stock would be little more than sample. In no case would samples be ordered unless there was supplied such information as would enable the buyer to get a fair knowledge of the article and the cost landed here. Even where prices are given, not one case in five hundred are they given in such form that the landed cost can be arrived at.

"Quotations must be given laid down in New York or at ship's side in Sydney or other Australian port, via Vancouver. Commonly both should be given. It prejudices a firm when such information cannot be given. The conclusion of the Australian buyer is that a house which will not take sufficient pains to supply such a requisite fact is not likely to do a trustworthy export business.

"In my September monthly report I referred to complaints made by intending purchasers of Canadian buggies to the scant width of the seats on rigs not built to Australian specifications. This objection can be readily overcome at little extra cost, and manufacturers should, in their own interests, endeavor to produce what is required in this country.

"In one of the largest carriage show rooms in Melbourne I recently made comparisons between the Canadian and Australian buggies of similar design, and found that the seats in the former averaged only 29½ inches at the cushion, whereas the seats in the latter averaged 33 inches, although in many instances seats are made up to 38 inches inside measurement.

"Canadian manufacturers of carriages making shipment to Australia should use every effort to obtain the lowest inland freight rate from factory point to port of shipment, and the lowest marine freight from shipping port to destination. The item of freight is probably the most important one in computing the landed cost in Australia of Canadian carriages, etc. An ordinary buggy, when properly packed, measures about 85 feet, the shafts about 10 feet, making a total of 95 feet, or, say, 2⅓ tons. Recent steamer freights from New York on carriages were quoted at 15 shillings ($3.65) per ton, thus making the cost of marine freight on each buggy about $8.51 to Melbourne. The question is, how often do Canadian carriage shippers secure such low rates? Too frequently, I fear, no attention is paid to this important item, which is left to the mercy of irresponsible shipping agents at New York, and the landed cost of the goods is thus increased considerably.

"Before shipping goods to Australia, I strongly urge manufacturers to communicate with the New York agents of the four lines of steamers trading to this country. The growth of Canadian trade with Australia is very materially handicapped by shippers not taking an intelligent interest in securing the minimum freight from factory to destination. There is no good purpose served in quoting goods at low prices where the excessive importation charges place the landed values outside of competition. Every dollar saved in freight means that the goods are landed here at so much less cost, and this saving creates a greater demand for Canadian manufacturers."

Only Rational Way

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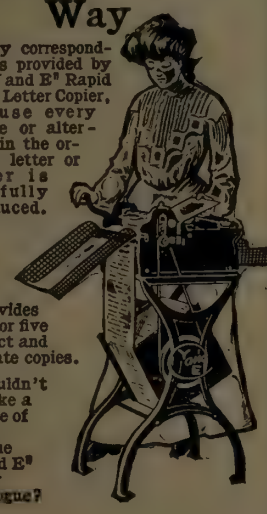

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We can fill orders promptly now, but would advise no more delay than necessary if you do not want to wait for your machine. Take our advice and order today from any of the leading Thresher Machine Companies

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If you want any information or help concerning your Weigher, write us and you will get an answer based on over 20 years' successful experience in the Weigher business and on the best judgment of the best experts in the business.

Hart Grain Weigher Company
Peoria, Ill.

From Ocean to Ocean.

In order to celebrate the completion of the first gasoline motor car for railroad purposes, Mr. E. H. Harriman, the United States railroad magnate, has approved a plan whereby this novel machine will make a trip from ocean to ocean. It is intended to operate the car from Omaha to Portland, Ore., exhibit a few days at the Lewis and Clark Exposition, thence run it to San Francisco over the Shasta route, from there to Los Angeles, from there to New Orleans, and thence to Chicago by way of St. Louis. When the car reaches Chicago it will make a speed and hauling power run from that city to Milwaukee and return. After this the motor will be taken to New York by way of Buffalo, and from New York back to Omaha by way of Washington, Pittsburg and Chicago, thus circuiting the continent. This is for the purpose of testing its long-distance abilities and its power on grades, and of satisfying the curiosity of railroad men in many parts of the country, who have manifested unusual interest in the innovation. This car was built for and recently delivered to the Union Pacific Railroad Co.

Railway Speed War.

A speed war has just been declared between the New York Central Railway and the Pennsylvania Railway, in which they will endeavour, for the present at least, to shrink that part of the United States lying between Chicago and New York. A short time ago the New York Central announced that it would commence on June 18th its Twentieth Century Limited, from one metropolis to the other in nineteen hours. The Pennsylvania road came back at them a few days later by the statement that their train would reduce the trip to eighteen hours' duration. The distance is 912 miles, and the average rate of speed, including stops, will be one mile in every minute and eleven seconds. Later the roads may get mixed up in a trans-continental speed contest, and if the same clip can be maintained from Chicago West, as they are making from Chicago East, the distance from ocean to ocean will only take about two days and a half. May they keep it up.

Don't disparage another man's stock. Sell your own on its merits.

Do It Once and Well.

Do a thing once and when you have completed it, let that be the end of it. Do it in such a manner that it will not be necessary to do it over again. Life is too short to be going over work that is only partially completed in order to make sure that it is done properly. It is essential that the task be done well when it is only done once. Careless and slovenly methods lead to demoralization of one's abilities. There is nothing that leads so much to carelessness as thinking "Oh, well, if there is anything wrong, I'll catch it when I check over my work." It is bad policy to get the check-it-over habit. Much work must be checked, in fact, some system of checking is absolutely necessary in work of any kind, but let the system do the checking. By relying on this method of doing your work you are weakening your own powers. This procedure is practically in the same class as procrastinating methods. It breeds carelessness and poor results. When you have work to check over it is wise to endeavor to do it once and finally. Then, if necessary, have another party check it over. In this way only the best results are attained.

By pursuing this course and doing your work so that it will not require to be done over again you are cultivating self-reliance and power to do more and better work and you are following methods bound to lead to satisfaction and success.

A close tongue and an open countenance will add materially to your welfare.

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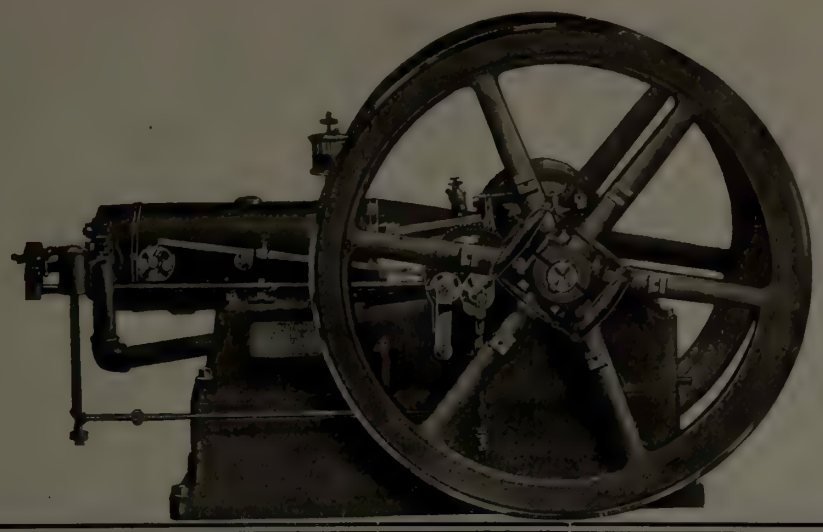

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I. H. C. Gasoline Engines are easy to operate and require little attention. They are economical because of the low consumption of fuel, together with their simplicity in construction and great durability. These Engines have given thorough satisfaction wherever they have been introduced.

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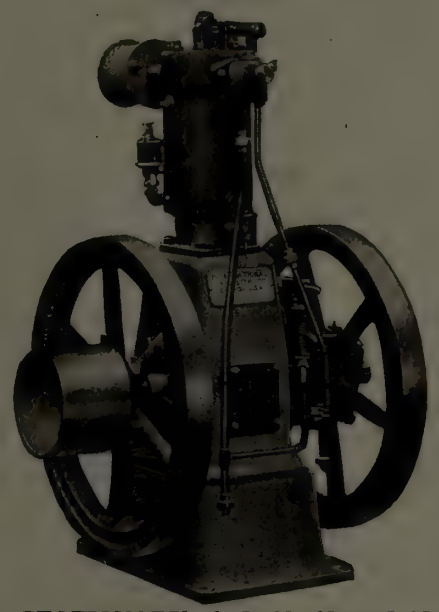

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I. H. C. Engines are made in two styles, Horizontal and Vertical, and in various sizes ranging from 2 to 15 horse power. The horizontal is supplied either as a stationary or portable engine. I. H. C. engines are especially designed for use by farmers and dairymen, as well as by threshermen and mill owners.

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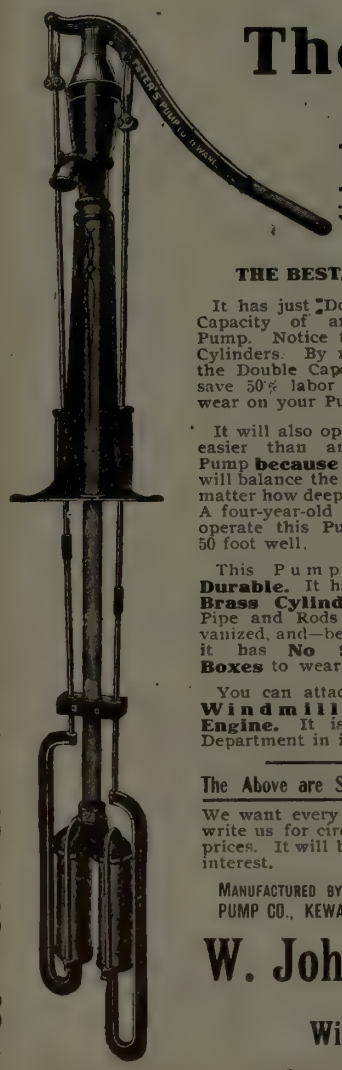

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This Pump is very **Durable.** It has **Solid Brass Cylinders,** the Pipe and Rods are Galvanized, and—best of all—it has **No Stuffing Boxes** to wear out.

You can attach **Hose, Windmill** or **Gas Engine.** It is a Fire Department in itself.

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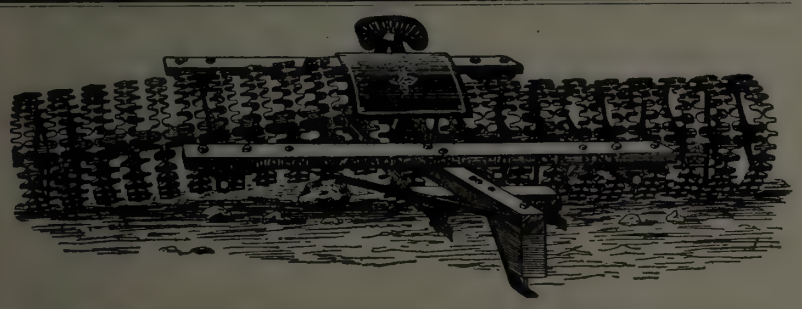

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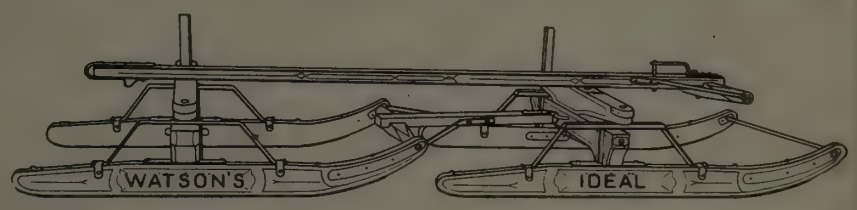

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This Cut represents our New Improved HIGH LIFT GANG PLOW and which contains some of the most valuable improvements and features put on any Riding Plow ever manufactured.

The quick recognition of the superior merits of the JEWEL GANG by the progressive farmers of Western Canada is a source of gratification to us and is proving itself a trade winner for the Dealer.

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Be in style and sell our Up-to-Date CUTTERS. The most complete and handsomest line we ever handled. Best Quality. Best Prices.

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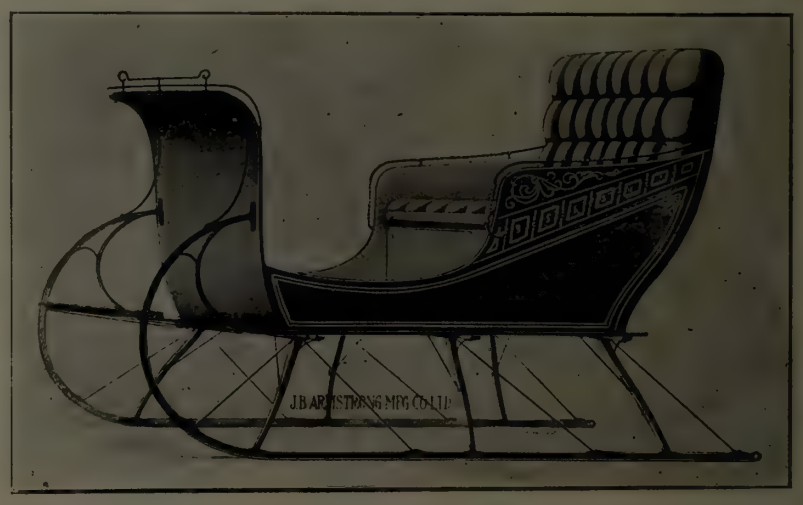

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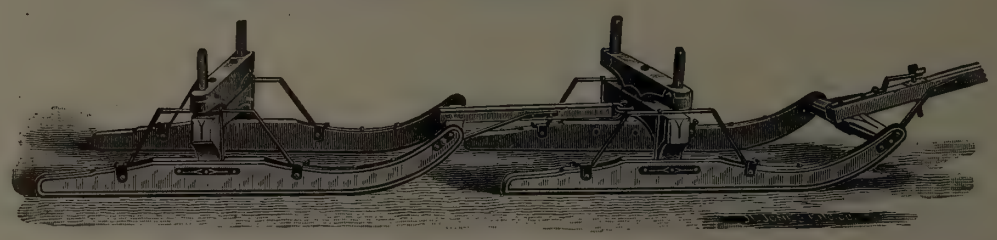

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CANADIAN FARM IMPLEMENTS

Vol. II, No. 2. WINNIPEG, MAN., AUGUST, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

The Winnipeg Industrial.

The expected crowds have come and gone; the inevitable speilers and side-show artists have been here, but have taken their departure for greener fields and pastures new; and the Winnipeg Industrial Exhibition for 1905, having occupied the arena of public thought for a week and a day, has gone down into history, following in the footsteps of a dozen or more predecessors of a similar nature, leaving behind nothing but memories, and these, to the majority of the crowd who were present, of the most pleasant variety.

The show from an attendance standpoint was one of the most successful ever held by the Association, the attendance for the eight days reaching 113,000. When these figures are compared with the total attendance at the Dominion Fair last year, which for the fourteen days of the show was 156,000, it will be readily seen that the average daily attendance at this year's Fair, greatly exceed those of the previous, and more pretentious, event. The weather was delightful throughout, and this fact, together with the bumper crop prospects throughout the country, contributed largely to the success of the Fair, from the standpoint of attendance.

Looking into conditions through the spectacles of an exhibitor, we are compelled to say that the Fair of 1905 left much to be desired. Some of the buildings were sadly in need of repair, and several of them absolutely required a liberal use of paint. The grounds, generally, presented a most untidy appearance, due to lack of proper drainage facilities. There are many sections that require filling-in, more especially in connection with those parts devoted to exhibits of live stock and threshing machinery. This latter section calls for special mention. Here was to be seen the finest display of threshing machinery that has ever been given at any exhibition in this country. This meritorious exhibit was placed altogether in a mass on one of the lowest sections of the grounds, where, despite the fact that it did not rain at all during Fair week, water was standing, and the ground was in such soft condition that it was almost impossible to place the exhibits, and almost as difficult for spectators to view them at close range. Many of the concerns that had displays said: "This will be our last year under present conditions."

TASTES HAVE CHANGED.

Another thing that was detrimental to the Fair from an exhibitor's standpoint, was the fact that a marked change appears to have come over the crowds that attend this show. From actual observation we are practically forced to admit the claim of many, that the "pulling power" of the Exhibition is in the attractions and amusements rather than in the exhibits of machinery, manufactures and live stock. The exhibits, while probably not as numerous as in previous years, were nevertheless of high quality, and deserved much greater attention from those who passed through the various buildings in which they were situated. While these buidings were practically empty, or only half filled, the crowds thronging the side-shows and grand stands were something tremendous. This was not the case a few years back. Then visitors paid much more attention to the exhibits of the products and manufactures of the country and far less time was devoted to the side-shows and attractions offered. As we have already said, the order of the past was reversed at this Fair. The amusements and attractions received the bulk of the visitors' consideration, while the educational side of the Exhibition was neglected in a most marked degree.

From the implement dealer's point of view the greatest success of the entire show lay in the grand exhibits of threshing machinery, gasoline engines, and cream separators. No local jobbers, and few manufacturers, barring those dealing in the lines above mentioned, made exhibits at the grounds, claiming that the returns to be got were inadequate to the expense of making a first-class display; this claim being based on previous years of experience. All the local concerns brought in their road staffs, and handsomely decorated their warerooms, where they extended a hearty welcome to visiting dealers. These concerns are a unit in thinking that far greater attention can be shown the dealer at their own warerooms than amid the bustle and noise of the Fair, where curious, but entirely disinterested, visitors are continually interrupting and breaking-in on business transactions.

Another point to which we wish to draw attention was the side shows, the disgusting features being so prominent that the police had to stop them, and others were allowed to run that should have met the same fate. The police should not have to be called to stop any performance at the grounds. When such takes place it shows that the committee, having that section in their charge, have been negligent in their duties to the public.

THRESHING MACHINERY DISPLAY.

As we have already said, the exhibit of threshing machinery, and parts, was the most complete and attractive ever made in this country, and reflects unbounded credit on the exhibitors, among whom were the following:—

Haug Bros. & Nellermore, occupied a fine location, where they had one of their complete "Yellow Fellow" outfits, which is manufactured by the Avery Co., of Peoris, Ill., in operation. They had also one of this concern's large plowing outfits on exhibition, an article that attracted a great deal of attention from visitors.

The firm of Gardiner Bros., Neepawa, Man., manufacturers of wind stackers, etc., were on hand with one of their outfits.

The N. Jackson Co., of Birnie, Man., presented a very nice display of their well-known Farmer's Friend threshers.

Mr. E. Jones, representing the Carberry Stacker Co., was in evidence with a Jones Improved Wind Stacker, manufactured by his company. This exhibit attracted much attention, and Mr. Jones was a busy man.

The Waterous Engine Co. were to the fore with an excellent display of their goods, the exhibit being under the charge of Mr. Geo. Erb, Manager of the company at this point. Their display was comprised of the three following engines: one 22 h.p. double cylinder traction; one 18 h.p. double cylinder traction; and one 12 h.p. plain. They had also three McCloskey separators of the following sizes and attachments:—36 x 60, with feeder, stacker and weigher; 32 x 50 with feeder and stacker; and one 28 x 42 with feeder and stacker. The company also had on view one of their celebrated gasoline fire engines. This engine and apparatus attracted a great deal of attention, and was ever the centre of a curious and admiring crowd.

The Norris Implement Co., occupied a prominent and well located spot right in the line of the greatest crowds. Here they had a fine tent, and were kept busy answering enquiries and booking orders for their line of goods. They were showing a Norris-Fosston Wind Stacker and a Monarch Self-Feeder in operation, two well known articles which they manufacture. They also gave demonstrations of the excellent work done by their Portable Wagon Box and Rack Lifter. Beside these they also had on view several samples of their other lines, including Closz adjustable sieves, belt guides, oil pumps, etc. This exhibit was under the charge of Mr. Sam Norris.

A notable and attractive exhibit was that made by the Canadian Port Huron Co., who had on exhibition three of their widely known New Rusher threshers. These were operated by engines varying in size as follows:—15 h.p. compound; 22 h.p. compound; and a 25 h.p. simple.

The Waterloo Threshing Machine Co., of Waterloo, Iowa, had one of their worthy Winneshiek outfits in operation.

Nichols & Shepard Co., had one of their well known Red River Special outfits in working order. This outfit was so constructed as to show a sectional view of the separator, and this made their display of much interest to visitors. They also had a tank tender attached to their engine.

Reeves & Co. had four of their engines on exhibition of the following sizes:—two 25 h.p.; one 32 h.p.; and one 20 h.p. Three of these were attached to their separators, and the other a 25 h.p. machine was connected with a 10-16 inc. plowing frame and plows. Their exhibit was well located and received a fair share of attention from visitors.

Situated where they caught the crowd, the "Cock of the North" line was ever in evidence. Here the manufacturers of this celebrated line, the American Abell Co., had three of their outfits in operation. The engines were 28, 22, and 18 h.p. respectively, and had a water tank attachment. Business boomed around this display and the representatives of the company were kept exceedingly busy.

The J. I. Case Co., had on exhibit a complete line of their threshing machinery, including six engines, varying in size from 6 h.p. to 25 h.p.; and four separators. One of these was built of steel and iron, the roof and sides being of galvanized steel, and the frame of channel-bar and angle steel. This machine received much attention. They also had two of their traction engines doing stunts for the benefit of prospective purchasers, such as climbing hills, over obstructions, etc.

Exhibit of the Waterloo Threshing Machine Co., of Waterloo, Ont., and Winnipeg, Man., Winnipeg Fair, 1905.

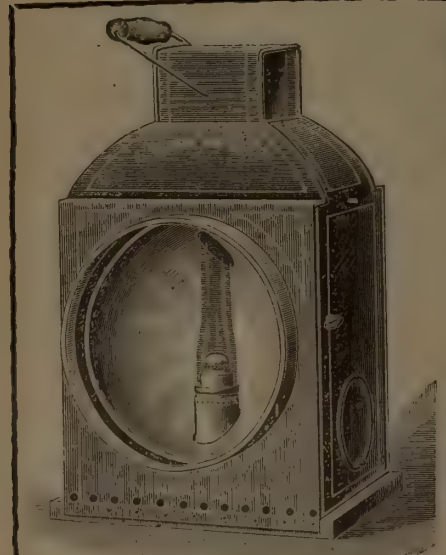
An exhibit of threshing machinery that came in for a great deal of observation, and excited a great deal of favorable comment, was that made by the Waterloo Threshing Machine Co., of Waterloo, Ont. Here business was booming all the while, and, it is stated, the company had a most successful week. This concern had on exhibit three complete outfits composed of a 25 h.p.; 22 h.p.; and 18 h.p. engines, and separators of the following dimensions:—40x62; 36x56; and 33x48. This exhibit was in charge of Mr. John Herron, Manager for the company at this point.

Mr. J. M. Docker, representing the Gaar Scott Co., had a neat exhibit of "Tiger" goods. This was made up of two outfits as follows: 25 h.p., direct flue, locomotive traction engine, with extra heavy gears, plow hitch and water tank attached; operating a 36x60 thresher, with Uncle Tom Cyclone blower, Gaar Scott feeder, and Dakota Perfection Weigher; and a 22 h.p. direct flue, Simple traction engine, operating a 36x56 thresher with blower, bagger and straw carrier.

The Sawyer-Massey Co., had the most elaborate and complete exhibit in the threshing machinery line that has ever been seen at any fair ever held in Western Canada, and being situated right close to the side-shows it was continually the centre of a moving, bustling, jostling mass of humanity. The company had on exhibition six of their engines varying in size from 10 to 30 h.p., which were operating six of their separators, ranging in size from 24 inch to 40 inch cylinder. They also showed three sweep and one tread power, and these articles came in for much observation and comment. Other samples of their goods of general interest to visitors were their tank tenders, ditchers, road graders, pumps, a full line of engine and separator parts and attachments; such as belt guides, belting, etc., and a complete set of tile molds, ranging in size from 6 to 36 inches. The exhibit was under the direct charge of Mr. George Kirkland, the firm's Western Manager, and to him must be attributed the credit for this successful display.

The Dow-Wadge Implement Co., occupied a splendid location, where they displayed to the very best advantage a full assortment of their Hero and Bonanza fanning mills. They gave continual demonstrations of the work done by these machines, showing them both with and without bagger attachment. They also had one of their Maple Leaf wind stackers in operation on a Winneshiek separator. This exhibit was the centre of a great deal of attraction and Mr. Thomas Wadge, who was in charge of the display, stated that a large amount of business had been done.

The Manson Campbell Co., of Chatham, Ont., exhibited a full assortment of their well-known New Chatham fanner, incubators, and truck scales. In connection with their fanners they were showing a new device for the separating of oats from wheat. The screen, upon which the grain rests, is placed on an incline towards the front of the machine. When in operation, the wind and a peculiar jumping motion allows the wheat to pass through, while the oats are forced up-hill and out at the rear. The exhibit was under the direction of Mr. Atwell, the company's manager in Western Canada.

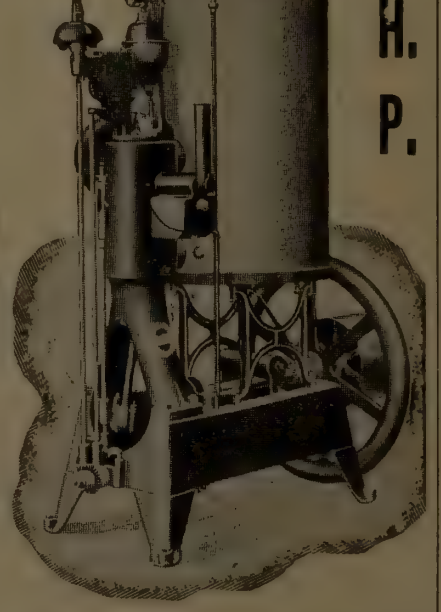


Headlights

Our stock of this line is complete. Anticipate your wants and let us have your order early.

THRESHERS' SUPPLY CO.
P. O. BOX 120 :: PHONE 1930
120 LOMBARD STREET
WINNIPEG, --- MAN.

Celebrated Stickney Jr. 3 H. P.



TO THE TRADE

For the next 30 days we will sell a limited number of 3 h.p. Stickney Jr. Gasoline Engines at a

BIG REDUCTION

in price for cash.

If you are open for a good deal in Engines that will make money for you, write us to-day for particulars and catalogue.

ONTARIO WIND ENGINE AND PUMP CO., Limited.
WINNIPEG - - MAN.

The Threshers' Supply Co., were prominently and advantageously situated right on the main walk through the thresher section. Here the visitor could see "everything for the thresher, and some other things, too." The exhibit included valves, pumps, steam fittings, belting, belt guides, head-lights, tanks, oils, automatic couplers, cables, ropes, wrenches, and gasoline engines. This display was under the direct management of Mr. Plews, manager of the company, who is entitled to much credit for his neat display.

The Parson, Hawkeye Mfg. Co., of Newton, Ia., with Western headquarters in this city under the management of Mr. C. D. Kimble, had several of their machines on separators at the show. This concern are Western agents for the Ruth Self Feeder, made by the Parsons Band Cutter & Self Feeder Co., of Newton, Ia. One of these feeders was shown in connection with a Waterloo separator.

The North West Thresher Co., and the Robert Bell Engine & Thresher Co., contented themselves with a display at their own warerooms in the city.

CREDITABLE GASOLINE ENGINE SHOW.

In a fine, big, commodious tent, right in the heart of the machinery section, we found the Ontario Wind Engine & Pump Co., most advantageously situated. Here they were showing a full assortment of their well known line of Stickney gasoline engines, running in size from 3 h.p. to 15 h.p. All of these machines were kept in operation on various machines, such as wood sawing outfits, centrifugal pumps, grain grinders and cement block machines. The company report an exceedingly active business along this line. The Western manager, Mr. J. M. Reid, was in direct charge of the exhibit, assisted by James Bevan, of the Stickney Co.

Jos. Maw & Co., had a large tent and a fine location, where they showed a most excellent display of the Simplicity gasoline engines manufactured by the Western Malleable & Grey Iron Mfg. Co., of Milwaukee, Wis. Altogether there were six of these engines on exhibition, ranging in size from 2½ h.p. to 6 h.p. There were two of the latter size, one being a portable and the other a stationary. These engines were almost continually in operation, giving demonstrations of their utility in working grain grinders, wood saws, pumping jacks, etc. This company also had on exhibition one of the celebrated Bissell disc harrows, showing this implement fitted with both 14 and 16 discs, complete with eveners and other attachments manufactured by T. E. Bissell, of Elora, Ont., who is represented in this country by Jos. Maw & Co.

An attractive and up-to-date display of gasoline engines was that made by the Cooper Gasoline Engine Co. This exhibit comprised two 2½ h.p. Weber Jr. gasoline engines, that were operating a grain grinder and a wood saw respectively, with most successful results; one 3 h.p. Sterlinger Marine gasoline engine, operating a launch propeller; one 5 h.p. Weber engine, operating a 10 in. Fleury grinder, and a 1½ h.p. air-cooled gasoline engine, operating a pumping jack. Daintily displayed in a trim show case was a complete line of gasoline engine supplies sold by this company. The exhibit was under the direct charge of Mr. E. S. Cooper.

W. C. Wilcox & Co., had on exhibit a McLachlan 20 h.p. portable gasoline engine, operating a 36x56 Sawyer Massey separator, with blower attachment. The fact that this engine is practically without water tank, having adopted a new system for cooling purposes, seems to commend itself to those interested. This machine was the object of much favorable comment and a great deal of examination.

J. & E. Brown, of Portage la Prairie, Man., were in evidence with a creditable exhibit of Hart-Parr gasoline engines, for which they are Canadian agents. Three of these engines were in operation, one being connected with a Monarch Self Feeder, another with a Norris-Fosston Wind Stacker, two articles manufactured by the Norris Implement Co., and the third, which was an engine of the traction type, with a "Cock of the North" separator.

Burridge & Cooper, in a well located spot, showed a full line of Ohio gasoline engines. One of these engines was operating a small electrical light dynamo, generating electricity, and supply four lamps of 10 c.p. each. Their exhibit was well attended.

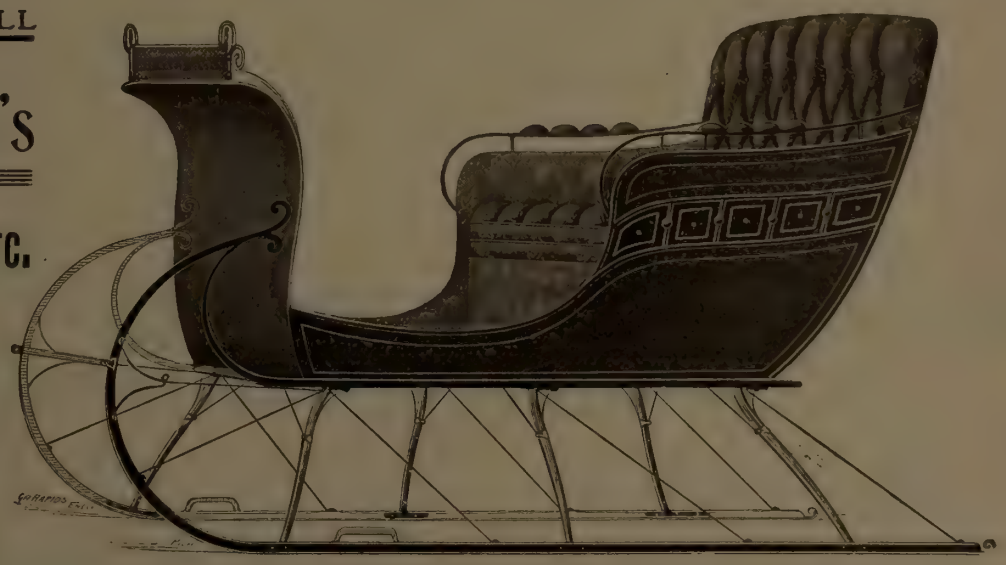
MISCELLANEOUS EXHIBITS.

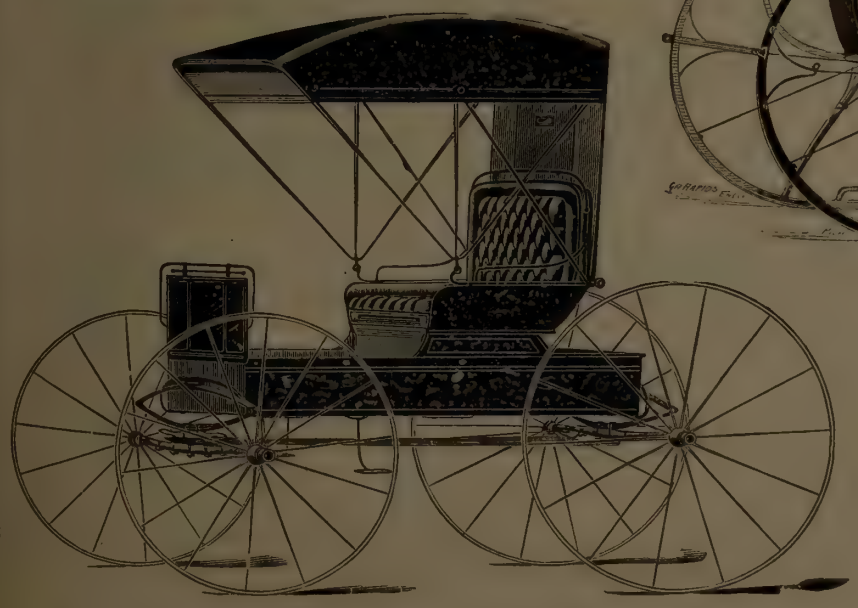
The Taggart Bros. Iron Work

IT PAYS TO BUY AND IT PAYS TO SELL

Palmerston Carriage Co.'s

Carriages, Buggies, Cutters, Sleighs, etc.





They lead in Style
They lead in Material
They lead in Finish

They Satisfy

And satisfaction increases sales.

Write for Catalogue to

A. C. McRAE, General Agent, King and James Streets, WINNIPEG, Man.

Co., of this city, had one of their Portable Grain Elevators on exhibition, demonstrating its utility and aiblity to do the work required of it. They were also showing a full line of ornamental iron fencing.

Edwards & Brown, of Bird's Hill, Man., had on exhibition one of their fence post drivers. This apparatus received much comment, favorable and otherwise, some claiming the process involved required much labor and was too slow. It did the work effectually, however.

The Canadian Straw Fuel Machine Co., of Toronto, and Alliston, Ont., had on display two of their Bunker Straw Fuel Machines. This invention, which is for the purpose of turning straw into fuel, demonstrated its ability to turn out a solid block of straw, about four feet long and five inches in diameter. The manufacturers claim that this machine is capable of making 10 to 15 cords of this per day, and that the product is equal to beech or maple as a fuel.

The Brandon Developing, Manufacturing & Supply Agency was on hand with one of their power cement block machines, and also a power cement mixer.

The Northern Iron Works Co., had one of their sweep power portable grain elevators in operation. This exhibit was always the centre of an admiring crowd when demonstration of the utility and ability of the machine to do the work were taking place.

Prominently situated, and from an artistic point of view, probably the finest display on the grounds, the exhibit of the Canadian Petrified Brick and Stone Co., came in for a great deal of attention and much favorable comment. The display was so arranged as to form the front and part of the side of a house, all of which was erected from cement building materials. This exhibit included cement bricks, blocks, arches, keystones, window sills, belt courses, verandah columns, and many other articles of cement construction. Inside this structure was found a beautiful display of scagliola, a substitute for marble, which is manufactured by this concern. This was in many varied hues and designs, comprising columns, fire place arches, sidings, table tops, etc., and brought forth many expressions of wonder and approval from those who visited this exhibit.

In the interior of the Canadian Petrified Brick & Stone Co's. house the Builders' Equipment Co. showed a couple of their cement block machines. This display was the object of much attention from those interested in this class of goods.

John Campbell & Sons, London, Ont., had on exhibit a full line of their high-class vehicles, including carriages, buggies, traps, surreys, cutters, and several other lines. The exhibit was under the direct charge of Mr. John Campbell, who was assisted by Mr. George Granger, both of whom were well pleased with prevailing conditions in Western Canada.

Beeman & Co., makers of grain cleaners, picklers, etc., were in evidence with a neat and attractive display of their goods. They had four of their well known Jumbo cleaners in operation, each having different inside and outside parts. One of these cleaners was rigged with an elevating attachment, by means of which the grain is conveyed immediately from the cleaner into the double box on the wagon, or into a grain tank, and it is capable of loading grain at the rate of eighty bushels per hour. They had also one of their Giant thresher fire extinguishers on view, and this received a good deal of attention from threshermen. Mr. Beeman was in charge of the display.

The enterprising firm of Clare & Brockest were well located with a full display of stoves and ranges, manufactured by Clare Bros., of Preston, Ont. This concern also showed metal shingles, rock and brick faced siding, ceiling metals, as well as a full assortment of Hecla furnaces. This exhibit attracted a great deal of attention.

The Office Specialty Co. were present with a neat and attractive display of their celebrated goods, including roll-top desks, typewriter desks, fyling cabinets, sectional bookcases, letter copiers, etc. This exhibit was well arranged, the different articles being displayed to advantage. It was under the charge of Mr. G. E. Myers.

The Great West Saddlery Co. were amply in evidence with a trim and attractive exhibit of their product, including saddles, harness, robes, rugs, valises, trunks, suit cases, and several other lines of leather goods. This display was well laid out and reflects great credit on the company.

The Wm. Gray Carriage Co., of Chatham, Ont., and Winnipeg, were satisfied with a fine display of their high grade carriages, buggies, cutters and sleighs under canvas, in the vicinity of Implement Square, in other words, the corner of William and Princess streets. Here they received a large number of dealers, and report many orders.

Held Over.

Owing to lack of space, due to report of separator exhibits at the Industrial, we are forced to hold over until our September issue our continued article on "What the Cream Separator has done for Western Canada," commenced in our July number.—Ed.

Cream Separators at the Fair.

The exhibit of cream separators at the Exhibition was, next to the threshing machinery display, the most important to the implement dealer. All the high grade machines were represented. The attention these goods received from passing farmers only confirms our opinion that this is a line no dealer should

A Durable Machine

To give permanent satisfaction to both dealer and customer, a Cream Separator must be durable. The

U. S. Cream Separator

will out-wear any other. We'll tell you why.

All working parts are enclosed and protected from dust and grit. Those moving at high speed run in oil on steel balls, greatly reducing wear.

All materials used are carefully inspected, and are of *highest* quality.

Throughout the whole machine the parts are few, simple and easy to get at. Each machine is put to a thorough test before being shipped.

The U.S. factory is equipped with the most accurate and efficient machinery to make exact duplicate parts. Only skilled workmen are employed.

For these reasons it

STAYS SOLD.

The Simple, Self-Emptying, Close-Skimming Bowl, low milk tank, easy-to-turn crank make it easy to sell and its durability insures the dealer against "kicks."

U. S. Separators are sold the year round. Write us now for particulars.

Vermont Farm Machine Co., Bellows Falls, Vt.

UNEEDA GUARANTEED FOREVER

We guarantee UNEEDA CREAM SEPARATOR NO..... against defects in either material or workmanship, and agree to replace, free of charge, any part or parts which have become unfit for service because of original defects, provided the damaged parts are returned to our factory. THE TERM OF THIS GUARANTEE IS UNLIMITED, and OUR AGREEMENT WILL BE FULFILLED AT ANY TIME. Repairs necessitated by ordinary wear and tear, accidents, abuse, etc., are not included in this warranty. All claims for gratis repairs must be made by the original purchaser of the machine direct to our factory and to no one else.

THE NATIONAL MANUFACTURING CO., LIMITED, PEMBROKE, ONT.

Western Branch : 151 BANNATYNE AVE., C. C. Macdonald, Mgr.

WINNIPEG - - - - - - - - - MAN.

be without. The fact that the cream separator is far past the experimental stage was amply demonstrated, that it is recognized by all thinking men as most essential to the economical carrying on of all dairy work, whether four cows or four score are kept, was also amply evidenced. The display, undoubtedly, made a strong impression on many farmers, that should prove productive of material results. The field is continually growing, and, we understand, the different companies are most liberal in their dealings with the dealer. No dealer should be without an agency for a cream separator. When he has such a line established he will find that it will lead him into much other business that would otherwise be overlooked.

The following are some notes on the different displays made:—

The exhibit made by the De Laval Separator Co., did ample justice to this famous line. The company had six machines on view, running in size from their Humming Bird, with a capacity of 300 lbs. of milk per hour, to their No. 3, which has a capacity of 1,200 lbs. per hour. The display was an elaborate one, the company having on exhibition over a hundred gold, silver, and bronze medals won by their machines at the principal fairs and expositions held throughout the world, during the past twenty-seven years. They also had on exhibit the original prize ribbon, which was officially awarded to the company by the St. Louis Exposition Board of Awards, for centrifugal cream separators in all sizes. The exhibit was in charge of Mr. Neil Dow and a corps of assistants, who reported business as very good.

An exceedingly neat and attractive display of separators was made by Mr. C. C. Macdonald, Western manager for the National Mfg. Co., of Pembroke, Ont., manufacturers of the Uneeda cream separator, the latest advent to the cream separator world. They had four of their machines on view, ranging in capacity from 200 lbs. to 450 lbs. per hour. Their booth was tastily decorated with bunting and presented a fine appearance, having, as a background, a large artistic sign bearing the words "Made in Canada, by Canadians, for Canadians," in red and gold. Mr. Macdonald was in direct charge of this display, and was ably assisted by Mr. Isaac Moore. Speaking of business Mac informed us that they had been successful in placing many machines; one order being booked for South Africa and another for New Zealand.

The Vermont Farm Machine Co., of Bellows Falls, Vt., manufacturers of the well known U.S. cream separator, was much in evidence with a fine display of their product, in charge of their Western representative, Mr. John A. Flanagan. Mr. P. W. Simpson, the company's agent in North Dakota, with headquarters at Fargo, was also on hand giving Mr. Flanagan some assistance. The exhibit was made up of three machines of different sizes and capacities, and was the centre of a great deal of attention from visitors. Speaking of the separator business, Mr. Flanagan stated that he was decidedly pleased with the results obtained at the Industrial and that conditions could not be better at this time of the year.

The display of the Empire Cream Separator Co., for whom the Ontario Wind Engine & Pump Co. are Western representatives, was a most pleasing one, being situated in the tent of this company, right on the main thoroughfare through the machinery exhibit. This display was composed of six machines varying in size from their Empire No. 0, with a capacity of 175 lbs. of milk per hour, to their Empire No. 4, with a capacity of from 680 to 700 lbs. of milk per hour. This line was well arranged and attracted much attention from passers-by. The exhibit was under the direction of Mr. H. P. Hansen, of the Ontario Wind Engine & Pump Co.

The Melotte Cream Separator Co.'s booth was the scene of continual hustle and bustle, the company having on exhibition a fine display of this celebrated machine, ranging in sizes from their A 1 to their A 3 machine. These separators had a capacity, running from 280 lbs. to 660 lbs. per hour. The exhibit was in charge of Mr. I. Wood and Mr. D. J. Hutchison, and the trim appearance it presented was entirely due to their efforts. Along with their separators this company showed samples of Ideal and Stover gasoline engines, Little Giant and Easy trip hammers, Fanning hot-air engines, refrigerators, belting, screen doors, hose, packing, etc. The gentlemen in charge stated that business was exceedingly bright.

The P. M. Sharples Co., of West Chester, Pa., and Toronto, Ont., had a neat exhibit of their Tubular cream separators, their booth being daintily decorated in blue and white bunting. They had on view four machines ranging in capacity from 175 to 500 lbs. per hour. Mr. A. C. Ross, who recently arrived from Ontario as this firm's Western representative, was in charge of the exhibit. He stated that it is the intention of his company to make a strong bid for a share of the cream separator trade of the West in the future. They have arranged with Mr. A. C. McRae to act as their transfer agent at this point. Mr. Ross is entitled to a great deal of credit for the neat appearance of his display.

The Durham Co., of Durham, Ont., was on hand with an exhibit of their Oxford cream separator. We understand that it is the intention of this concern to establish a live connection in Western Canada at an early date. This exhibit was in charge of Mr. T. Livingston, manager for the company.

Richardson & Sons, of St. Mary's, Ont., had a display of their butter and cheese making machinery, including among other things, churns, butter-workers, vats, and Babcock Testers.

WANTED

EXPERIENCED Salesmen for Thresher Company. None but No. 1 Salesmen and First Class Collectors need make application. Apply A.B.C. this office.

MAPLE LEAF

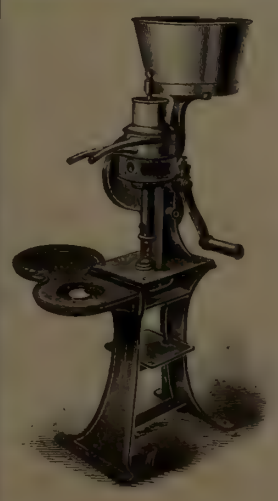
Stitched Cotton Duck Endless Belts

The Best for Thresher and Dealer

This is the Threshing Belt best adapted to the North-West climate. Is will not peel, it will not blister or separate on the plies. The quotation which we shall be glad to mail on application, will show it to be 20% cheaper than rubber belts, and while this is an important consideration, it is not the only one, as for durability and power it is far ahead of any threshing belt made. The season is now well advanced, if you have not already ordered it is time that prompt attention was given to the matter. We also carry Rubber Threshing Belts and Suction Hose in stock.

THE MELOTTE CREAM SEPARATOR COMPANY, LIMITED

124 PRINCESS STREET - - BOX 604 - - WINNIPEG, MANITOBA



De Laval Separators

Take Precedence Over All Others

600,000 in use. More than ten times all other makes combined.

THE DE LAVAL SEPARATOR COMPANY

248 McDERMOT AVE. - - WINNIPEG

MONTREAL TORONTO NEW YORK CHICAGO

PHILADELPHIA SAN FRANCISCO

Main Building, Brandon, 1905.

Brandon Fair.

Following the Winnipeg Industrial came Western Manitoba's Big Fair at Brandon. While the Wheat City has not the population of the "Peg," still being situated about 135 miles to the west, it is more centrally located in the vast agricultural sections of the Province, consequently is more tributary to a great majority of the rural population, and thus is more of a Farmers' Fair than is the Industrial. The people of Brandon, as well as the farmers in the surrounding districts, right royally support their home institution, everybody from the portly senator to the inevitable street gamin making it their special business to boom this annual event.

As was the case at the Industrial, few of the implement jobbers or manufacturers exhibited at the Big Fair, the display in the machinery line being entirely made up by the threshing machine companies, the gasoline engine concerns, and the cream separator firms. In most cases each of the exhibitors made a smaller showing than at Winnipeg, but the following concerns brought out goods that were not represented at the larger event:—Brandon Machine Works Co., J. M. Ross & Sons, North West Thresher Co., and the Robert Bell Engine & Thresher Co. The exhibits of threshing machinery were most excellently located, both from the standpoint of the exhibitor and the spectator. There was no jumbling up or crowding of the different displays, each exhibitor having ample room to allow visitors to wander through and examine the goods. The situation chosen was admirable, being on high, dry land. It was greatly appreciated by the exhibitors after their Winnipeg experiences.

The horse racing, fireworks, and other attractions before the grand stand, were of a high order, the Indian pow-wow proving an especially strong drawing card. Some of the side-shows, however, were of a very low order and most disgusting, and there were a number of gambling devices to be seen throughout the grounds. We feel that the committee, having these two latter features in hand, are thoroughly deserving of the strongest censure. With this exception we consider that the Brandon Fair management, from President Matheson and Manager Clark down, is worthy of the hearty commendation of the people of Western Canada.

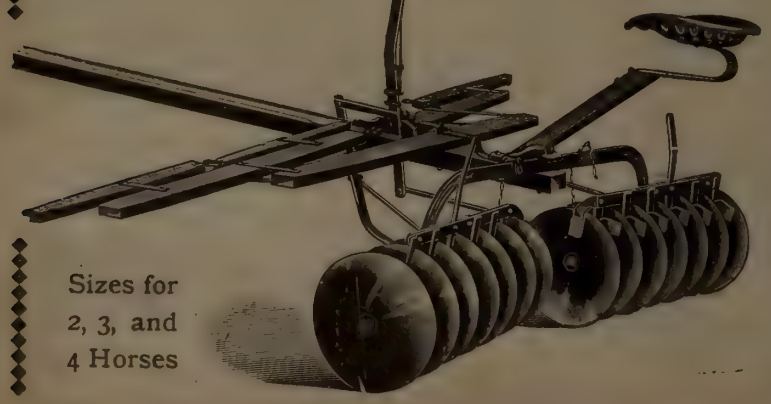
The Manitoba Windmill & Pump Co., had one of their 4 h.p. Manitoba gasoline engines, a Manitoba shaker feed floor grinder, and a 10 ft. pumping windmill on exhibition alongside of their building on 10th Street. The exhibit was made adjacent to the side walk, and attracted a great deal of attention from many interested spectators. Their gasoline engine is a model of completeness, being on its own base, and practically without water tank. It received much observation and comment and readily commended itself to those interested.

Partial View of the Threshing Machine Section, Brandon, 1905.

The Inevitable Happens.

Once more history repeats itself. Again a co-operative company has been forced to suspend business and go to the wall, and again the principle upon which such concerns are founded is proven futile and impracticable. This time the object lesson is taught by the liquidation of the Brandon Binder Twine Co., of Brandon, Man., a concern incorporated about five and a half years ago to manufacture binder twine; the capital being supplied by the farmers of Manitoba and the North West Territories, who were induced, by the glowing promises of success, to invest some of their hard earned dollars in the venture. A capable and trustworthy manager was placed in charge, in the person of Prof. Wolverton, and, we believe the fate that has met the concern is not, in the slightest degree, his fault. In fact, to his efforts may be attributed the long life the scheme has been blest with.

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd., Winnipeg, Man.

WESTERN AGENTS.

None genuine without the name "BISSELL."

Address: T. E. Bissell, Dept. "I," Elora, Ont.

"WEBER" GASOLINE ENGINES

Have been manufactured now for 21 years. When you sell a "WEBER" Engine you have the confidence of knowing that your customer gets the benefit of all that experience.

We Want Agents.

COOPER GASOLINE ENGINE CO.

313 Donald St., Winnipeg, Man.

Shortly after formation the concern erected a large plant in Brandon, and equipped it with modern machinery for the manufacture of binder twine. The first year the venture lost nothing. The farmers being enthusiastic, the management had little difficulty in getting them to pay up their assessments, and purchase the product. Thus the concern was able, under the old conditions governing the market for raw material, to carry on the business. Later, however, difficulties were met, and it was found necessary to increase the capital stock of the company in order that the management might be able to purchase the raw material in large quantities, and so obtain the best discounts. Thus the capital stock was considerably increased with the result that it was found impossible to sell this stock. The farmers who held shares lost enthusiasm in the project and did not care to invest further, consequently this action deterred new buyers from taking shares in the company. The affairs of the concern went from bad to worse for lack of funds, with the result that a few days ago the directors held a meeting and decided to go out of business. It is their intention to call for tenders for the purchase of the entire plant, and they will hold a meeting on the 26th September, when such tenders will be considered, and the affairs of the company wound up.

Edmonton.

Mr. H. A. Dunn, of Calgary, representing the Fairchild Co., spent a few days in the vicinity of this district recently in the interests of his company.

Messrs. Tucker & Emslie have taken over the business of the Great West Implement Co.'s branch at Strathcona.

Mr. Geo. Manuel, manager of the Great West Implement Co., lately returned from a trip to Winnipeg and the Industrial. He reports a splendid time at the big Fair.

Mr. D. MacKinnon, of Kelly & Beals, agent for the Frost & Wood Co. here, recently returned from a trip to his former home in Ontario.

The implement warehouse belonging to the Massey-Harris Co., has been moved back from the front to the rear of their lot, and the workmen have commenced operations on the new Merchants Bank building, which is to be erected on the old warehouse site. This new structure will be one of the finest buildings of the kind in the West, the plans calling for architectural design and workmanship that, it is said, will exceed even the beautiful Bank of Montreal edifice here.

There has been a heavy trade in buggies in this district this season. The demand for wagons has also been very good, a large number having been disposed of throughout this section. There was a slight falling off in the sales made of haying and harvesting machinery in comparison with other years. This state of affairs indicates that the dealers have learned their lesson, and are now more particular to whom they sell than they were formerly.

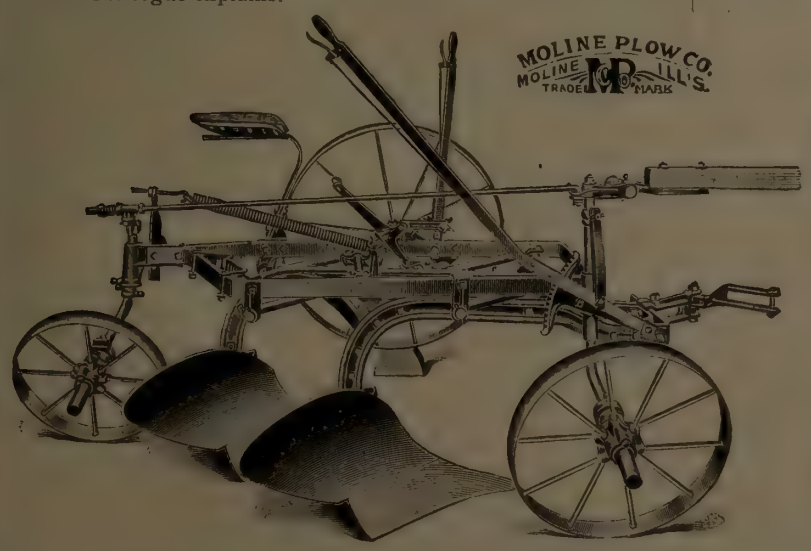
Great preparations are being made in this city for a fit and proper celebration of Inauguration Day, September 1st. The city will expend over ten thousand dollars, and the entire district will be en fete for the event. Besides the induction of the new Lieutenant-Governor of Alberta, there will be a monster parade, in which the Trade and Labor organizations will assist, and the school children from the city, and surrounding rural schools, will also take part in the ceremonies. Several bands have been engaged and a lacrosse, baseball and polo tournament will be held, and the day will close with a monster bonfire and pyrotechnics. Prominent men from all over the Dominion will be in attendance.

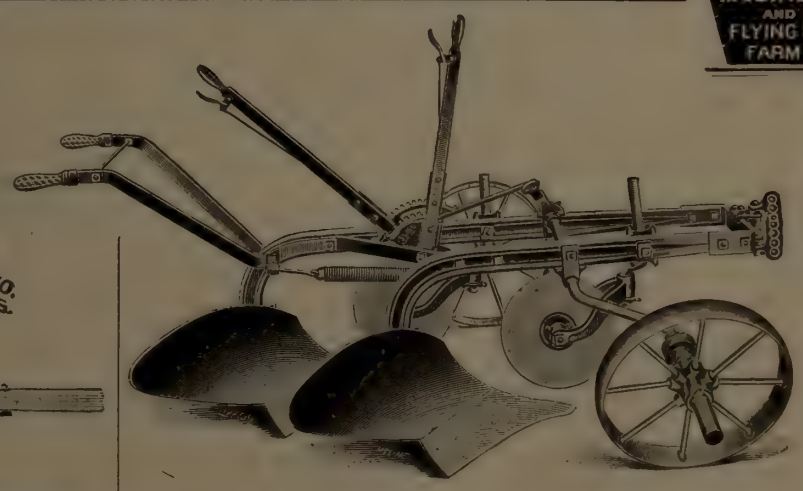
Are you Prepared for the Fall Plow Trade---Here are Two Reminders from

THE MOLINE LINE

THE BEST EVER GANG

A Light Draft, Foot Lift, easily operated plow. Built with extra heavy beams, re-enforced shares, dust proof, long bearing wheel boxings, and many additional features which our Special Plow Catalogue explains.





THE CANADIAN CHIEF GANG

A Strong, Steel Beam Gang Plow, built to last. No cast heads to break. Its built with **Best Ever** bottoms, and altogether its a worthy member of the Dutchman Family.

A Postal Card will bring our travelling representative—Write us.

Canadian Moline Plow Co., Winnipeg, Man.

J. P. Minhinnick, general agent for the Frost & Wood Co., in Alberta, spent a couple of days in Edmonton a short time ago.

The Great West Implement Co., recently disposed of their heavy stock of harness to the Great West Saddlery Co., having decided to drop this line for the future. The company have taken the agency for the American Abell Engine & Thresher Co., in Northern Alberta. The firm reports a good trade in buggies and wagons for the past season.

The crops in the Edmonton district are coming along splendidly. Haying is general, and barley and wheat are fast turning color. The oat crop, which is the most important in this district, is looking exceedingly well. In some places the grain is being cut, but these are only small patches. The harvest this season will be earlier than for many years.

The Canadian Northern Railway grade is fast approaching Edmonton. It is expected that the grading will be completed to this place during the next two months, and that the steel will be laid to this point by Christmas.

Store Cleanliness Imperative.

There is no reason why any implement dealer should conduct his business in a place that is not thoroughly clean and tidy in every respect. It is a well known fact that the average woman dislikes doing business in an untidy place. This fact is not of particular interest to the implement dealer as an implement dealer, but it serves to admirably bring out a point which we wish to make in connection with this item. As a rule, the implement dealer is also a vehicle dealer, and as a woman generally has a share in the purchase of these goods it is incumbent on the dealer to have his place of business in the tidiest possible condition.

While the fact of having a clean show-room is not of the greatest possible interest to the implement dealer from an implement dealer's point of view, still it pays to have the windows and floors cleanly and presenting an attractive rather than a slovenly condition. The value of ware-room cleanliness is much underestimated by many dealers. They get to be of the opinion that the farmer cares little for the appearance of the place where he purchases his implements for the tillage of the soil. This is a great mistake. There is scarcely any question but that the most successful man is the man who gives some attention to the neatness and tidy appearance of his place of business.

The dealer who makes it a point to visit the large centres in search of stocks know how much more impressed he is by a tidy warehouse and one with a prosperous appearance. He is frequently repulsed by an unattractive exterior before he has had a chance to look at the samples. In view of this fact is it not possible that the farmer may also be repulsed by the untidy appearance of the implement establishment, which may be in such condition when he visits to purchase goods? The man in the implement business should take as his model the best he can find in his line. In this way he will develop into a larger business man, with broader views, and capable of taking advantage of greater opportunities. There is no money in running an untidy establishment and there is money to be made by a policy of neatness and system. In the end the dealer who pays attention to the general appearance of his ware-rooms will gain the business.

THE "HERO" FANNING MILL

LATEST IMPROVED

Built In Winnipeg to Suit Manitoba and Territorial Grain

This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

MANUFACTURED BY

DOW WADGE IMPLEMENT CO.

WINNIPEG, MAN.

A Remarkable Incident.

The Imperial Implement Co.'s warehouse, corner of Slater Street and Sutherland Avenue, was the scene of a remarkable accident, when, during a gale in the evening of July 15th, the structure was raised from its post foundation and blown to terra firma. The building, and also the farm machinery, implements, vehicles, and fence wire with which it was stocked, suffered little damage, and the company were not at all hampered in the execution ot their regular business.

Hits the Nail.

Said the groceryman to the butcherman: "It is really a sin that you buy your salt on the wholesale plan and don't let me handle the tin." Then he hied him back to the grocery store and quickly an order sent, for a choice few hams for family use and a box of fish for lent. Said the clothing man to the hardware man: "You certainly don't do right when you order a suit from an eastern house with my big stock in sight." But the clothier wanted a new steel range, and it came, as his neighbors know, in a box he tried to hide in a barn, marked "Timothy Eaton & Co." The business men then called a meeting to see where the trouble lay, and they all agreed 'twas the editor man and not the devil to pay. Why don't he roast the department store and peddling fakirs, say; and stand by those who patronize him and give him his daily bread? So they drew up a compact long and strong for the editor to peruse, and waited on him with aspect grim as he solemnly dug for news; but the editor laughed a big horse laugh till the gang all took to the woods, for 'twas written on axle grease letterheads that came free with a bill of goods.—Ex.

Taking After Pa.

The judge of one of the county courts went to his home the other afternoon, and, becoming acquainted with some flagrant act of his seven-year-old boy, summoned the lad into his presence.

"Now, sir, take off your coat!" he said sternly. "I am going to give you a whipping that you will remember as long as you live."

"If you please, your honor," said the boy, "we desire to ask for a stay of proceedings in this case until we can prepare and file an application for a change of venue to mother's court. Our application will be based on the belief that this court has formed an opinion regarding the guilt of the defendant which cannot be shaken by evidence, and is, therefore, not competent to try the case."

Stay granted, and the boy allowed 25 cents for attorney's fees.

Col. M. T. Hancock Killed.

Col. M. T. Hancock, whose name is well and widely known throughout the agricultural world, owing to the success of his disc plow invention, is dead, the result of an automobiling accident near his home at Los Angeles, Cal., in the evening of July 20th. The party, which included the deceased gentleman, his wife, daughter, and two sons, were just returning from a run out into the country, when their machine, which was travelling at forty miles an hour, collided with a buggy, swerved to he curb-stone and crashed into a telephone pole, entirely demolishing it and hurling the occupants with terrible velocity to the street. When picked up the only one of the party uninjured was the youngest boy, who was practically unhurt. Mr. Hancock suffered two fractures of the skull and concussion of the brain and died in the hospital without regaining consciousness. The occupant of the buggy was also severely hurt.

The hobby of the late gentleman was automobiles and automobiling, and he was regarded throughout his home city and district as a daring and fearless, and often reckless driver. He frequently had to appear in court, to answer charges of driving in excess of the speed limit. He was well known to the jobbing trade throughout Western Canada, which he visited on several occasions. His patent, known as the Maw-Hancock disc plow, is widely known to the trade here, Jos. Maw & Co. holding the selling rights of this machine for Canada, having purchased them from Mr. Hancock several years ago.

SAWYER & MASSEY CO., LIMITED

FACTORY: HAMILTON, CANADA

WAREROOMS AND WESTERN OFFICES : : : : WINNIPEG

Partial Views of our Exhibit at the Industrial, 1905.

THIS WAS THE MOST COMPLETE EXHIBIT of Threshing Machinery ever made in Western Canada. The SAWYER MASSEY name is synonymous with reliability in Threshing Machinery and Road Graders.

Our goods are the BEST, because nothing but topnotch quality of material is used in their construction. Our factory has been in operation for Sixty-Five Years We employ the most expert workmen that money can command.

Every part is tested and perfectly adjusted before leaving our plant. The foregoing incontrovertible fact give our agents a great leverage in closing sales.

The Sawyer & Massey Line Includes:

THRESHING ENGINES: Traction, Portable and Stationary.

SEPARATORS: "Peerless," "Daisy," "Eclipse," and "New Ontario."

POWERS: Sweep and Tread and Lifting and Bevel Jacks.

GRADERS: "New Western Reversible" and Road Making Machinery of all kinds.

TILE MOULDS of various sizes.

A Complete Line of Threshing Machine Accessories.

Address all Correspondence to

Sawyer & Massey Co. Ltd.

WINNIPEG, MAN.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.

Single copies Five Cents. Fifty Cents per year. (Postage Paid Anywhere.)

ADVERTISEMENTS.

RATES MADE KNOWN ON APPLICATION.

Change of Copy for Advertisements should reach this office not later than the 15th of each month—Cuts and Copy for New Advertisements can be received as late as the 20th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.

CHICAGO OFFICE
4601 Champlain Avenue.
A S CORE - Representative.

WINNIPEG, MAN., AUGUST, 1905

Secretary Knappen Replies to our Criticism.

Editor,

Canadian Farm Implements.

1. My attention has been called to an editorial article in your issue of July, criticizing the Western Canadian Immigration Association because it has utilized the daily press in its campaign of publicity in the United States. The Association is also criticized in the same article for not using the agricultural press.

2. It is true that the Association has devoted a great deal of attention to the daily press in the United States. It is not true that it has not used the agricultural press.

3. Our programme calls for the securing of as much publicity as possible for Western Canada. It is our idea to get Canada talked about and thought about in the United States. When Western Canada is well known and understood in the United States, there will be no trouble about the volume or quality of the immigration. For general publicity purposes, the daily press is indispensable. What everybody talks about and knows about, eventually comes to the farmer and affects him as his particular agricultural paper will not, because he realizes that the latter is a class or trade publication. It should not be forgotten in this connection that with the introduction of rural free delivery, hundreds of thousands of farmers have become subscribers to daily papers.

4. For directly stirring up the American farmer to move into Western Canada, the agricultural press of the States is indispensable, and our Association has made very general use of it, as I shall be glad to demonstrate if you desire.

5. Western Canada needs capital as well as settlers, and arousing the interest of capitalists is very likely to result indirectly in bringing in settlers. There are thousands of American settlers in Western Canada to-day who would never have been there had not American capital become interested in the West. The best way I know of to arouse the interest of investors in regard to Western Canada is to keep the country talked about in the daily press, which supplies the food for thought, speculation and conversation for so many millions of people.

6. I do not know what you mean by asking whether it is possible that any of the donations to the Association have a string attached; but if you mean that they were given on condition that certain mediums should be used in our publicity campaign, you are quite mistaken.

Very sincerely,

Theo. M. Knappen,
Secretary.

We are pleased to print the above letter at the request of Mr. Theo. M. Knappen, Secretary of the Western Canadian Immigration Association, but have reserved the usual editorial right of criticism.

The secretary, in the second paragraph, practically admits our contention that the Association spends the greater portion of its advertising appropriation with the daily papers of the United States, in preference to the agricultural journals. That covers our entire claim, as a close interpretation of our former article will show.

In the third paragraph of our correspondent's letter a question of importance is forced to our mind. What class of people is the W.C.I.A. desirous of reaching? As we understand the objects and scope of the Association, and from the secretary's letter, we infer that their principal desire is to reach the agriculturists. Therefore, would it not be more profitable for the Association to spend the greater portion of its advertising appropriation with the agricultural mediums in preference to the daily press, in view of the fact that the former goes directly into the homes and hands of the farmers in the States? The letter then says: "What everyone knows about or talks about, eventually comes to the farmer and affects him as his own particular agricultural paper will not, because he realizes that the latter is a class of trade publication." To our mind this is weak argument. According to this reasoning, the farmer puts more belief and reliance in what he hears second or third hand, than in the information he receives direct through the columns of the particular agricultural paper to which he subscribes, and which usually enjoys his confidence, next to the Holy writ.

As far as Rural Free Delivery is concerned, we have been informed from the most reliable source that this system has been of practically no use in bringing concerns, who advertise in the daily press, into closer touch with the rural population. It has been found that to get this business the agricultural papers must be used. Furthermore, it is admitted that the farmer who becomes a largely interested reader of the daily press, is losing his active interest in agricultural pursuits, and when he subscribes to the daily papers of the States he is usually in comfortable circumstances and not desirous of moving to Western Canada.

We firmly believe, with the secretary, that "the agricultural press is indispensable," and we note his statement that his Association has made such general use of it. We know, however, as practically all the agricultural journals of the States pass under our notice, that the money spent by the Association in this class of publication, is but a fraction of that spent through the daily papers.

We agree with our correspondent when he says: "Western Canada needs capital as well as settlers, etc." Undoubtedly true. But does Western Canada want a deluge of speculators, the class almost altogether reached by the daily press? We believe the best informed people will agree with us that the sale of lands to speculators has been a curse rather than a benefit to Western Canada. In our opinion the best man for the country, and the most profitable for those who contribute to the funds of the Association, is the man who settles on a farm, improves it, produces something, and, of necessity, becomes a purchaser of home supplies of every description.

We are pleased to know that there are no strings attached to any of the donations of the Association. Here we leave the matter. We considered the methods pursued by the Association in its campaign of publicity, worthy of criticism. We made it; not from a spirit of malice, nor from any desire to deprecate the work of the Association or its secretary, but merely from a sense of feeling that the methods pursued by the Association were not the best that might be employed. After most careful perusal we have found nothing in Mr. Knappen's letter that causes us to recede from the stand we took, nor to change our opinion, in any way, concerning the matter.

Popular Catchlines Attacked.

From National Auctioneer: "No trouble to show goods."

This silly lie has appeared in more than forty million advertisements, and is a most ridiculous statement. Anybody with an ounce of brains knows better. It is trouble and expense and bother to show goods; and if no purchases were expected, no goods would be shown. We have never known a case where a store was opened simply to show goods. Advertisers should leave that old stereotyped lie out of their announcements, and substitute some fresh lie in its place, if they have determined that they must lie.

"Money cheerfully refunded."

This is another infernally ridiculous lie, more absurd, if possible, than the first one mentioned above. Merchants may under certain circumstances refund money or take back goods, but that they can or do do it cheerfully is a false statement. After they have been to all the trouble to sell an article and deliver it, they expect that transaction is closed, and to have to go to the still further trouble of taking it back, giving up the money paid for it and losing the profit they have made, and having instead to stand an actual loss, to cater to the whims of some silly woman or crank of a man, is not calculated to inspire feelings of cheerfulness in any merchant on earth. If you want to get a reputation for veracity, leave the "cheerfully" out and simply say: "Money refunded, if requested."

Personals.

We have just been informed by the International Harvester Co., of America, that the McCormick Harvesting Machine Co., Ltd., of London, England, was awarded two silver medals at the East Kent Show, held in England, the latter part of June; one for the finest display of harvesting machinery on the grounds, and the other for improvements on their binder.

Mr. F. J. James has purchased the implement and saddlery business of the Qu'Appelle Implement & Saddlery Co., at Qu'Appelle Station, Assa. We beg to wish Mr. James all the success possible in his new enterprise.

Twiss & McNeill, implement dealers at High River, Alta., have been succeeded by the Alberta Implement Co. We beg to wish this new concern every success.

Mr. T. C. Bulloch, implement dealer at Rapid City, Man., gave us a call during Fair week. Mr. Bulloch is always a welcome visitor.

The implement firm of Trumpour & Brandon, at Alameda, Assa., have dissolved partnership. Our old friend, J. R. Trumpour, has decided to go it alone. We wish him continued success and good health.

Among our first visitors during Fair week was Mr. A. A. Campbell, the popular implement dealer at Boissevain, Man. He reported crops in excellent shape and trade as very satisfactory. Collection, he stated, are picking up and farmers are feeling in fine fettle owing to prevailing conditions and prospects. He handles the Frost & Wood Co.'s goods, also Woodstock wagons and Campbell's buggies.

F. M. Yentzer, Sales Manager for the J. E. Porter Co., of Ottawa, Ill., manufacturers of hay tool machinery, was in the city for a few days recently, visiting the William Johnstone Co., who are their representatives in Western Canada. Mr. Yentzer reports business as very satisfactory, and expressed himself as delighted with Winnipeg. He has great faith in the future of Western Canada.

Mr. P. G. Van Vleet, manager of Canadian Implement & Vehicle Trade, our sister paper, which is published at Toronto, paid us a delightful visit a few days prior to the opening of the Fair. He stated that the crop outlook throughout Ontario was exceedingly bright and that the implement and vehicle business was in first class condition. Van's genial countenance ever adorned with "the smile that won't come off," makes him a welcome visitor wherever he goes, and at no place is he received with greater delight than at the office of Canadian Farm Implements, in which concern he is interested with us. He returned to Toronto by way of Chicago.

We had a pleasant call from Mr. Jas. Mutch, of the implement firm of Mutch & Hewitson, at Lumsden, Assa., during Fair week. Mr. Mutch stated that the crops in his section were in fine condition and that farmers are jubilant over the prospects. He reports the implement business as in first class condition and looks for an exceedingly profitable fall trade.

Mr. Geo. M. Manuel, manager of the Great West Implement Co., at Edmonton, Alta., paid us a visit during the week of the Industrial, and reports both crop and trade conditions as in No. 1 shape. Mr. Manuel is one of the best known implement men in the West, having been connected with the trade since the early "eighties." He commenced with Westbrook & Fairchild, and later joined the staff of the Massey-Harris Co., with whom he was connected for thirteen years. Although Mr. Manuel travelled practically all that time he takes kindly to office work, and has a pleasant home of his own in Edmonton. He considers that with fair weather the crop in the Edmonton district will be the greatest in the history of that country.

Mr. W. H. Whitehead, manager of the Brantford Carriage Co., of Brantford, Ont., was in the city during Fair week visiting Jos. Maw & Co., who control the sale of his firm's goods in Western Canada. Mr. Whitehead was well pleased with conditions and prospects in the West, and he stated that business was in first rate shape throughout the East.

Mr. J. A. McKellar, of the implement concern of McKellar & McNeill, of Brandon, probably better known as the "Two Macs," gave us a call during Fair week. Mr. McKellar reports the crops throughout the Brandon district as being in exceptionally good condition. He stated that the trade in implement and vehicles was fair with promising prospect for an active fall trade. He bases his opinion for good fall trade on the prevailing conditions at present, and

The New Fairchild Wagon

Not in the Common Class.

SUPERIOR:
In Finish
In Quality
In Durability

NOW is the time to put in your stock for the harvest trade.

Write for Catalogue and Prices.

Sold Exclusively by

See "Plow Ad." page 17.

The Fairchild Co. Limited

156 Princess Street Winnipeg, Manitoba

thinks that with a large crop yield farmers will be prepared to invest extensively in up-to-date goods. Speaking of our stand in regard to the co-operation question, Mr. McKellar thinks that we are perfectly justified in all we have said. He does not believe any company can make a success of business where they endeavor to do away with normal profits.

The Raymond Mfg. Co., of Guelph, Ont., manufacturers of the National Separator, have increased their capital from $130,000 to $250,000.

A new concern, to be known as the Canada Haying Co., has been incorporated at Montreal for the purpose of manufacturing hay presses, tools, etc. They have a capital stock of $49,900.

Mr. Hugh Cairns, of the implement and hardware firm of Cairns Bros., at Holmfield, Man., was in the city to attend the Fair, and gave us a call. He reports business and crop conditions throughout that district as very good with bright prospect for the future.

Mr. L. J. Hill, representing the McCall Mfg. Co., of Macoun, Miss., manufacturers of hay tools, etc., was in the city for a few days a short time ago, looking over conditions in Western Canada with a view to placing their goods in this field.

Mr. T. A. Hilts, implement dealer at Holmfield, Man., was in the city for a few days during Fair week. Mr. Hilts, in speaking of crop conditions, stated that they were very bright, and looks for the best returns ever given in the Holmfield section. He reports a steady business, but said that collections were inclined to be slow. He looks for this condition to improve with the harvesting of the crop. He regrets that more dealers do not become members of the Western Retail Implement Dealers' Association, of which he is a staunch advocate. He believes that the fire insurance scheme of the Association, if it could be carried to a successful issue, would be a most beneficial thing for the dealers throughout this country.

Mr. S. Leveille, implement dealer at Mutrie, Sask., gave us a short visit during the Fair. He reports business and crops as exceedingly good and stated that settlers were rapidly going into the Mutrie district. Wheat sown on May 12th, is beautifully headed out and every indication is that a bountiful harvest will result. Mr. Leveille thinks that the prospects for an active business in farm implements and machinery this fall are exceedingly bright.

Mr. E. J. Oliver, Beausejour, Man., was among our many callers during Fair week. Mr. Oliver is located at what, for all practical purposes, may be determined the "gateway to the grain fields of the West," although mixed farming is the vocation pursued by the major portion of the farmers in his district. He was for many years a road agent for the Massey-Harris Co., and now represents them at Beausejour, where he has erected a large and modern warehouse. He thinks that prospects are exceedingly good for fall trade, and believes that the stand taken by this journal in connection with the "mail-order house," and the co-operative scheme" are amply justified.

Mr. H. Munroe, President and Manager of the Munroe, McIntosh Carriage Co., of Alexandria, Ont., was in the city during Fair week, en route to the Coast. While here he visited the Canadian Moline Plow Co., his representatives in Western Canada. He stated that his company have just completed the erection of a four storey office and warehouse building at Alexandria. This structure is 80x132, and is up-to-date in every respect. Mr. Munroe is well pleased with business prospects in the West.

Mr. L. Watson, of the implement firm of Watson & George, Morden, Man., was in the city for a few days attending the Fair and looking after other business in connection with his company. While here he paid us a delightful visit. He reports a steady business in implements and farm machinery, but looks for an increased trade during fall, owing to the fact that farmers are jubilant over crop conditions. Mr. Watson is an active member of the struggling Western Retail Implement Dealers' Association. He much regrets the fact that more dealers in the West do not show their desire for closer relationship by joining the Association. He thinks that with a strong membership much good could be accomplished for the trade.

Mr. W. G. Mathew, manager of the Gananoque Spring and Axle Co., of Gananoque, Ont., was in the 'Peg during the Fair, stopping off on his way to the Coast. Mr. Mathew was much impressed with the great improvement made here since his last visit a few years ago. On his way West he will stop off at Regina, Calgary, Banff, Vancouver, and Victoria.

Mr. W. H. Steele, manager of the Palmerston Carriage Co., of Mount Forest, Ont., was in the city for a few days during the Industrial, on a visit to his Western representative, Mr. A. C. McRae. He reports trade in the East as in a most satisfactory condition.

Mr. George Forsyth, manager of the Massey-Harris Co., at Regina, was in the city during the Fair for a day or so. He is just on his way home from a visit to the factories of the company at Toronto.

Mr. Stirling, of the implement firm of Stirling & Dalmage, at Souris, Man., was in the city for a couple of days during the big Fair.

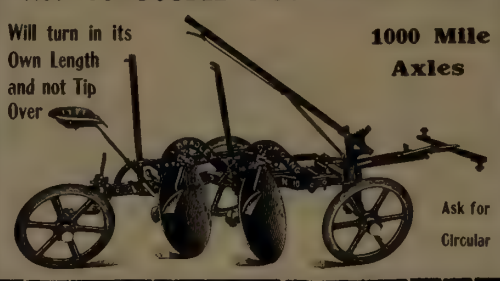
Mr. J. B. Bartholomew, vice-president of the Avery Mfg. Co., at Peoria, Ill., was in the city, the guest of Haug Bros. & Nellermore, their Canadian representatives, during the Fair. He reports himself well pleased with conditions in Western Canada, and thinks there is a great future before this country. Mr. Bartholomew has been in the implement business for the past twenty-five years, and he states that there is over eighteen million dollars worth of farm machines of his design in use throughout the world at the present time.

Mr. J. E. Glenny and J. Rogers, of the implement firm of Glenny & Rogers, at Macdonald, Man., were in the city taking in the Fair. They report business and prospects as very satisfactory and look for a large and profitable harvest.

NO. 10 DOUBLE DISC GANG PLOW

Will turn in its Own Length and not Tip Over

1000 Mile Axles



Ask for Circular

Sell the Bradley!

Nos. 9, 10, 11 Disk Gang Plows, and you will satisfy your trade

Because they are built to SATISFY. Will plow soil that a moldboard plow will not penetrate. Chilled Ball Bearings on the Disks. Built of best material procurable. For the price they are simply wonderful. Our No. 12 4-Disk Gang is having a wonderful sale all over. For engine plowing it is in a class by itself. Write us for printed matter, prices and terms. All correspondence answered

We are permanently located in Winnipeg, and assure the Implement Dealers in this section that a look over our line is worth while, and that our PROPOSITION pays

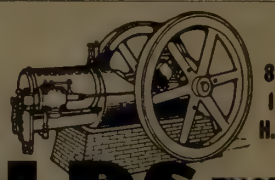
DAVID BRADLEY MFG. CO.

WINNIPEG, MAN. McRAE BLDG.

M. J. MILLER, Canadian Representative

Head Office and Factory: BRADLEY, ILL., U.S.A.

Type G Engine



8 to 100 H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be **OLDS ENGINES** or equal." *They excel all others*, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine 2 to 8 H. P. (jump spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.

Olds Gasoline Engine Works, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents, Winnipeg, Manitoba.

Mr. A. Young, implement dealer at Pendennis, Man., shook hands with us during the Fair. He reports an excellent outlook for fall trade and stated that crop conditions throughout his district were never better. He is of the opinion that harvesting will start in his section by the 15th of August.

Mr. A. P. Clary, general agent for the Gaar-Scott Co., at Fargo, N.D., was in the city for a few days during the Fair.

The Gaar-Scott Co., enjoyed a short visit from Mr. Geo. E. Duis, their representative at Grand Forks, N.D., during the Fair. Mr. Duis is one of the many implement men who hold prominent municipal positions across the line, he being mayor of Grand Forks.

Mr. W. H. Hutchison, President and Manager of the Fairchild Co., recently left for an extended trip through the South and East. While away Mr. Hutchison will call on all the factories with which his company does business. He will be away about a month or six weeks, and it is altogether likely that he will take in Toronto Exhibition before he returns.

Mr. W. H. Whitaker, manager of the Goold, Shapley & Muir Co., of Brantford, Ont., was in the city during Fair week, the guest of the Cockshutt Plow Co., their Western representatives. Mr. Whitaker is a brother of Mr. C. H. Whitaker, manager of the Massey-Harris Co., at this point. While here, Mr. Whitaker enjoyed a trip to Brandon and through the wheat fields of Manitoba, the guest of the Union of Canadian Municipalities, who were in convention here during Fair week. He stated on his return that the appearance of the grain fields of this country were a veritable revelation to him. He returned to Brantford a few days ago more alive to the possibilities of this territory than ever before.

Geo. Thompson, of the implement firm of Thompson & Hunt, at Indian Head, spent Fair week in the city. He reports the implement business as very good with brilliant crop prospects. He states that if the crop comes off as prevailing conditions would indicate it will break all previous records.

Mr. J. S. Hurst, secretary of the Fairchild Co., has just returned to his desk from a three week's vacation at the Detroit Lakes, where the fish suffered much in consequence of the visit of this enthusiastic disciple of Isaac Walton. He returns to his work with renewed health and vigor.

D. M. Spaidel, Secretary and Assistant Manager of the Canada Carriage Co., at Brockville, Ont., was in the city during Fair week the guest of the Fairchild Co., who control the sale of his firm's goods in this Western country. Mr. Spaidel stated that business in the East was very good, their factory running at full capacity all the time.

We were pleased to welcome Mr. J. A. Morcombe, of the implement firm of Morcombe & Rushton, at Cypress River, Man., to our offices during the Fair. Mr. Morcombe stated that everything in the Cypress River district was in fine condition. He reports a good season's business and looks for an active fall trade.

Mr. A. S. Patterson, General Manager for the Australasian branch of the Massey-Harris Co., with headquarters at Melbourne, Australia, was in the city for a few days during Fair week, having stopped off on his way to the East, where he will visit the home factories of the company. Mr. Patterson is well known to many of the trade in the West, at one time being manager for the Patterson Bros. Co., prior to the time that concern amalgamated with the Massey-Harris Co. He has been looking after the Australasian interests of the Massey-Harris Co., for the past three years, and is combining business with pleasure on this his first trip home since going across the seas. He is an old friend and associate of Mr. C. H. Whitaker's, the present manager for the Massey-Harris Co., at this point. He was accompanied by Mr. W. A. Clutterbuck, of Perth, Australia, who represents one of the Massey-Harris Co.'s largest connections in the southland.

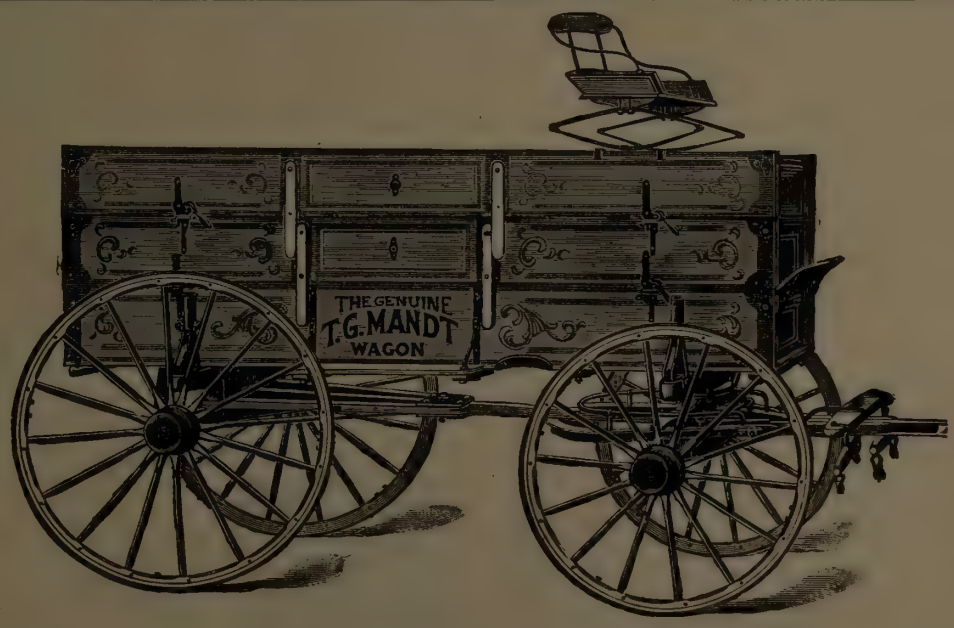
Mr. W. R. Landon, Manager of the Chatham Wagon Co., was in the city for a few days during Fair week, visiting his company's Western representatives, the H. F. Anderson Co. Mr. Landon reports everything in first class condition in trade lines, and stated that their factory was running to full capacity. He was much impressed with the city and the Fair.

IN THE GENUINE MANDT WAGON

We Offer You Something Above the Ordinary—A Wagon of Exceptional Quality, Finish, and Durability

The MANDT is an Improved Wagon, its Up-to-date. Farm Machinery has been improving rapidly year by year.

Is their any reason why the farm wagon should not keep pace with the associated lines?



Get our Catalogue and be convinced that the Mandt is a Good Wagon, a Good Seller, a Trade Winner, and more complete than any other wagon made.

Harvest is almost at hand—How is your wagon stock? Write us for prices on Mandt Wagons and Trucks, Fish Bros. Wagons, Canadian Crescent Wagons, Steel Wheel Trucks, etc.

CANADIAN MOLINE PLOW COMPANY

WINNIPEG - - - - - - - CANADA

Mr. Hugh R. Tudhope, Secretary-Treasurer of the Tudhope Carriage Co., of Orillia, Ont., was in the city for Fair week, visiting the Western representatives of his firm, the H. F. Anderson Co. He stated that his firm's factory was working full force all the time and that the general conditions throughout the East in trade lines was exceedingly satisfactory.

Mr. F. Chapin, implement dealer at Hartney, Man., and Vice-President of the Western Retail Implement Dealers' Association, was in the city for a few days during Exhibition week. He reports business and crop conditions as No. 1, and looks for a bright fall trade. Mr. Chapin deeply regrets the fact that the implement dealers throughout the country do not show a greater interest in the W. R. I. D. A. He believes that the Association will never amount to anything until it has the sympathy and efforts of a large majority of the implement dealers throughout the West behind it, but had it such, he is confident that the benefit obtained would be more than equal to the effort or cost expended on putting the Association on a substantial basis. Mr. Chapin has been untiring in his efforts to further the interests of the local dealers, but considers that the work will never be successful until the local dealers themselves display a desire to have closer relationship one with another. Mr. Chapin is undoubtedly right.

Mr. Ed. Cutler, of the staff of the Gaar-Scott Co., at Grand Forks, N.D., visited Winnipeg during the Fair.

The Hon. Mr. G. H. V. Bulyea, Minister of Public Works for the North-West Territories, paid us a delightful visit during our Big Fair. He reports crop conditions as exceedingly bright in the Territories, and thinks that with Autonomy, continuous fine growing and harvest weather, and excellent crop prospects, that all the good things of the earth are steering towards the new Province of Saskatchewan.

We were delighted to shake hands with our friend, Mr. W. J. Verity, manager of the Verity Plow Co., of Brantford, Ont., who was in the city for a few days during the Fair, visiting the Massey-Harris Co. Mr. Verity had just returned from an extended tour throughout Manitoba, Assiniboia, and Alberta. He went East a few days later.

Mr. F. J. Edwards, Sales Manager of the Western Malleable and Grey Iron Mfg. Co., of Milwaukee, Wis., was in the city during Fair week and gave us a call. This was Mr. Edwards' first visit to Winnipeg and he was agreeably surprised and astonished with our city, particularly with the wholesale and business sections of it. Mr. Edwards was accompanied by his wife, and before returning home will take a trip to the Coast, visiting Banff, Vancouver, Victoria, Seattle, Portland, and San Francisco. From this latter point they will journey East, visiting Salt Lake City, and the Grand Canyon of Colorado, en route.

J. A. Sanderson, President and Manager of the Adams Wagon Co., of Brantford, visited the Cockshutt Plow Co., their Western agents during the Fair. He reports business in trade lines as being generally good. Mr. A. E. Mott, local manager of the Cockshutt Co., will accompany Mr. Sanderson on a trip to the Coast. It is altogether likely that these gentlemen will visit the Portland Exposition before returning East. This is Mr. Sanderson's twentieth annual trip to the West and he says that he has noted marked progress in the country each year. His faith in Western Canada is only limited by the Southern boundary and the Pacific Ocean.

W. C. Wilcox & Co.'s 20 h.p. Gasoline Threshing Engine, Exhibited at Winnipeg, Brandon and Regina Fairs, 1905.

Mr. M. J. Miller, Canadian representative of the David Bradley Co., of Bradley, Ill., is at present absent from the city on an extended trip through the West, in the interests of his company.

Mr. Archie Watson, manager for the local headquarters of the John Watson Mfg. Co., has just returned to the city from a successful trip throughout the West. He reports the crops as looking in fine shape.

Mr. D. J. Taylor, of the Cockshutt Plow Co., is at present out of the city looking after the interests of his concern.

Mr. W. E. Meath, of the Balfour Implement Co., has just returned from a trip to Toronto, where he was in the interests of his company.

Mr. A. E. Watson, General Manager of the John Watson Co., at Ayr, Ont., has been in the city for some time, inspecting the branch of the company at this point. This is Mr. Watson's first trip to the West in six years, though he visited these parts in the 70's, prior to the building of the railroads. He stated that by no stretch of the imagination, in the earlier days, could a city be pictured for this country such as Winnipeg has developed into. He reports business in the East as very satisfactory, the factory at Ayr running full capacity all the time.

Mr. Robert Gray, President of the William Gray Carriage Co., was in this city for a few days on a visit to the branch of the company at this point. He reports business and trade conditions in Ontario as being in good shape, his factories working to full capacity. He was well pleased with the present and future prospect here. He returned to Toronto a few days ago.

Mr. W. E. McKinstry, who has charge of the Canadian Sales Division for the International Harvester Co., with headquarters in Chicago, was in the city for a few days recently, while making a tour through Western Canada.

Mr. E. F. Hutchings, President of the Great West Saddlery Co., who has been absent from the city for over two months with the Canadian Manufacturers' trip to Europe, returned to his home a few days ago.

Canadian Manufacturers, Look This Up.

It is announced that the government of Bulgaria is about to make extensive purchases of agricultural implements to be sold to people of that country on credit. A government committee is investigating machines of various kinds with regard to their adaptability to the soils. Dotcho Bankoff, of Varna, Bulgaria, invites manufacturers who are interested to communicate with him.

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

If you require a
Fire or Burglar Proof
SAFE
OR
VAULT DOORS
write us for prices and catalogue. We can quote you prices that will interest you.
W. Johnston & Co., Ltd.
776 Main St., WINNIPEG, Man.

The Plows Will Soon Be Going

In ten thousand stubble fields. The golden grain will be harvested, and between the click of the harvester and the hum of the thresher, millions of acres of stubble will be turned up to the friendly elements.

This leads us to say

There is no Plow like the John Deere Plow

The New Deere Gang is its Most Advanced Type

There are more New Deere Gangs now in use in Western Canada than any other make or style of gang plow. When a Canadian farmer is willing to pay a higher price for a New Deere Gang than he can buy the product of his home factory for, it means only one thing—that is, he considers the New Deere Gang a better plow. We claim superiority for the New Deere Gang in

Quality of Work

Strength and Durability .. Ease of Management .. Lightness of Draft

We can demonstrate our right to this claim in any one or every one of these points to the complete satisfaction of any fair minded man. Don't you fool yourself, or let any one else fool you into believing that any other plow is equal to the New Deere in these points. It has no equal and it is sold by responsible dealers all over Western Canada who stand ready to show you. It will be money in your pocket to find out for sure about it before you buy your plow for fall work.

Deere & Company, Moline, Illinois, U.S.A.

The Fairchild Co., Ltd., General Agents, Winnipeg.

GENTLEMEN OF THE IMPLEMENT TRADE:

The above is a reproduction of an advertisement now being published in The Nor'-West Farmer, The Canadian Thresherman, and The Furrow (the last named paper being published by ourselves). The combined circulation of these three papers is over 50,000 copies among the prosperous farmers of Western Canada. We are doing more than any other manufacturer in our line to keep our goods prominently before the better class of buyers. You know the wonderful power of good advertising when backed up by good goods. Honestly and frankly, is it not to your interest to handle the best line of Plow Goods, when it is so well supported by good advertising? Write for our latest Catalogue and if in Winnipeg, we especially invite you to inspect our Plow exhibit at the sample rooms of our Canadian Representatives, *THE FAIRCHILD COMPANY,. LTD., 156 Princess Street, Winnipeg.*

DEERE & COMPANY, MOLINE, ILL., U.S.A., Manufacturers of the famous John Deere Plows.

Ninety per cent. Win.

Some fool at some time or another made the statement that ninety-five per cent. of men who engage in business ultimately fail, and that statement has been accepted as gospel and handed down from generation to generation as an oracle. How the statement ever gained currency we are at a loss to understand, for practically the opposite is the truth. Dun shows that instead of ninety-five failures out of every one hundred attempts in business there are ninety successes, for ninety per cent. of the men who engage in business ultimately win.

Because a man at some time in his business career meets with adversity, and is forced to begin over again, does not signify that he is a failure in any sense of the word. It is what he ultimately accomplishes that fixes his position. Robert Bruce failed six times, but he succeeded on the seventh attempt. He certainly does not rank in history as a failure, yet the ratio is six to one in favor of that estimate of him.

A man can fail a dozen times and still be a success. It is what one learns in adversity that he remembers best. Some of the most successful men that we know in business to-day have at some time or another met with reverses that were recorded in the agency reports as "failures," yet they wouldn't down, and they couldn't be kept down, and their pluck, or energy, or whatever you choose to call it brought them to the top again, and they stayed there.

This bugaboo of ninety-five failures out of every hundred attempts should not scare off the ambitious young man from venturing into the sea of commerce. What if his little cockle shell does get upset a time or two—if he has the right stuff in him he will come up to the top again, and if he hasn't the right stuff in him, he deserves to sink.—Ex.

Ontario Wind Engine & Pump Co.'s Exhibit of Stickney Gasoline Engines and Empire Cream Separators at Winnipeg, 1905.

Cannot Fool all the People all the Time.

To our mind, the old saying "You may fool part of the people all of the time and you may fool all of the people part of the time, but you cannot fool all of the people all of the time," is one of the greatest, from a business point of view, that we have. No man engaged in a business from which he is getting his livelihood can expect to dupe the public and make a success of life. It is impossible to "fool all of the people all of the time." A man may, with a measure of success, pursue the first part of the quotation and "fool part of the people part of the time" but with what result. Generally bankruptcy.

No dealer can make his business profitable who follows such a policy. It is essential to his success that he give the public goods equal in value to the money he receives for them. As President Roosevelt says, all the public wants is "a square deal." They have no time for the man who by underhand methods undertakes to make his business profitable. It is true that in these days of "get rich quick" schemes one is often prone to "fall by the wayside." The best course for the dealer to pursue is to stick to fair dealing and leave crookedness to the other fellow. The man who follows the former course will generally, if he lives, see the other fellow out of business and perhaps "doing time."

Frequently the dealer meets a customer desirous of purchasing some article, which is made in several qualities, and which he knows very little about, with the result that he, the dealer, considers such a customer legitimate prey. The outcome is that he gets rid of some inferior article at the price of one of superior quality. What is the result of this sort of thing. The buyer has a friend to whom he boasts of his new possession, telling him where it was purchased and the price paid. While the friend may say nothing to the buyer he may be fully convinced that the dealer did not act squarely with the customer, and therefore considers such a dealer's store a good place to steer clear of.

On the other hand he may say to the buyer, "Why, that dealer charged you two prices for that article. I purchased a much better article of the same kind from him only recently and did not pay as much money as you have." What is the result? The buyer is angry, and, in our mind, with plenty of reason, with the result that the dealer has lost two customers, which with square-dealing might have continued to purchase their goods from him. The dealer who would be a success must remember that it is impossible to "fool all of the people all of the time."

Implement Trade with France.

There is probably no industry of this continent better exploited abroad than that of agricultural machinery and implements. As a result there is a large demand for this class of goods.

Of the $18,000,000 worth of farming implements exported from the United States in 1902, $9,125,000 was sent to Europe. Of this, $2,000,000 was received in France. German and English machines are used, as are also those of French manufacture; but the American machines hold the field in France because they are greatly appreciated by the French farmer on account of their efficiency, their lightness, and their reasonable cost. In a country which, in 1901, had 35,500,000 acres of wheat and other cereals and 28,500,000 acres of grass and other forage under cultivation, whose grain crop was valued at $575,000,000 and the other crops at $581,000,000, there must be a favorable field for the sale of agricultural machinery.

The United States consul at Havre, France, writing on the above subject advises the manufacturer, who desires to open up a trade in France in these products, to go himself or send a capable representative. One able to speak the French language would do better but it is not essential. He should first visit Paris and study carefully the situation in that city, and then go to the principal cities of the departments in which the agricultural centres are located.

BRADLEY
POWER PRESS
Tracks with a wagon. Can be drawn by two horses on common roads.
All Steel except where Wood is better.
Pat. block dropper saves enough time in ten hours to bale 1½ to 3 tons more than other presses.
Low Feed Table. Has full size baling chamber, but frame is short enough to load in box car.
Is Light but Strong.
Simple
Powerful
Rapid
Patent Tension
DAVID BRADLEY MFG. COMPANY
223 JAMES STREET WINNIPEG MAN.
Send for Circular

M. J. MILLER Canadian Representative

Short Settlements Make Long Friends.

A good rule for all retail dealers to adopt is to have every vehicle or implement settled for when sold. If the sale is not made for cash, take a note, if possible a secured note. Men are generally more prompt in paying notes than accounts. If for any reason there is an urgent need of money, notes can always be hypothecated. The amount due on a note is always fixed and agreed upon, there are no disputes or misunderstandings about it. If you sell out, or close out your business, you can have your affairs settled up in a short time, which you can never do with a lot of accounts. If you die, your administrator will see that your grave is kept green if he finds your assets in good paper. It is true that some men object to giving a note. You occasionally hear a man say, "I never give a note." If that be true, he has a way of running his business, and you have yours; has he any more right to ask you to violate your rule than you have to ask him to ignore his? It is true that you want his trade; you want to sell him the goods. It is also true that when he asks you to extend to him credit, he is begging an accommodation at your hands. A man when asking credit is not easily offended. He is not in a position to dictate. If you give him to understand that you are conducting your business according to your own ideas, that you have certain inflexible rules, and explain to him the rules are necessary to a systematic, careful conduct of the business, that it would not be fair to make him an exception, that you must treat all alike, he, unless he is a fool, will admit that you are right.

Take his note, and a week or two before its maturity, drop him a notice, giving him the due date, and ask him to be prepared to meet it.

—The Plow Share.

How He "Worked" the Dealers.

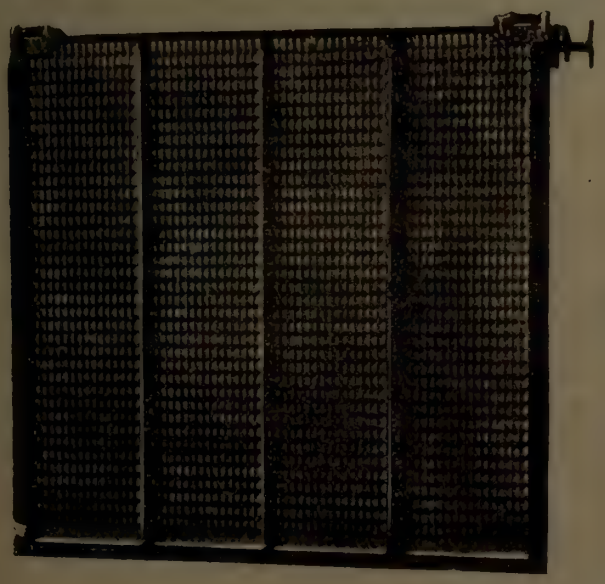
The following is the reproduction of a letter which appeared in a recent edition of the Pacific Hardware Journal, and is from a farmer to a friend in the hardware business telling how he succeeded in getting his hay crop taken off at the expense of two rival implement dealers in his nearest town. It is quite evident from the tone of this epistle that there is no local association in existence in the territory in which these dealers reside. This is the letter:

"Dear W. R.—My wife said to me the other day, why don't you write to W—— and invite him down this summer? So you may consider this an announcement that our latchstring hangs on the outside and you will be welcome. We are all well and prospects are encouraging for fair crops. As you are in the hardware business I must tell you the joke we farmers played on the town hardware dealers here. They drew me into it themselves, so they have no one to blame but themselves. They were so anxious to sell implements and as I was thinking about buying a mower started the rounds to look at them. The first place I went into the dealer told me to look out for his neighbors, for they would cheat the eye-teeth out of me, and as he had the best mower made, he was glad I came to him first. I told him that I wanted to look around and would let him know if I wanted his mower. He then said I could take the mower and try it two weeks, and if I didn't want it bring it back. I left him and went to another store. They had the only good mower made, they said, and I must not allow myself to be swindled by unscrupulous people who pretended to be merchants. If the unscrupulous dealer would let me take his mower on two weeks' trial, why, take it and then let him know and he would send his mower out for a two weeks' trial, and if I did not like it I need not buy it, and what was more, he would deliver the machine at my ranch.

"Well, I went back to dealer No. 1 and took his machine on trial for two weeks, with the understanding that I would not buy it if it did not suit me. I tried that mower for two weeks and sent it back. I got dealer No. 2's machine for two weeks longer and that did not suit me for I had my cutting all done and I was not in need of a mower. It didn't cost me a red cent and I had my hay cut with new mowers.

"I told my near neighbor and he played the same game on them, only he wanted to buy a plow. I understand quite a number of the farmers in this section were onto the snap and have been working those dealers. The other day I tried to get a wagon under the

The "CLOSZ" ADJUSTABLE SIEVE



There is but ONE PERFECT ADJUSTABLE SIEVE AND CHAFFER. It is manufactured for the Canadian Trade by us. Orders to date double 1904 sales. It is the strongest—has the best adjustment. Nothing but high grade material used in our factory. It will last the life of any separator. Both SIEVE and CHAFFERS can be adjusted while machine is in motion. Send in your order to us for the best Adjustable Sieve on earth. Special Discounts to Dealers.

Manufactured by

The Norris Implement Co., Limited

774 Dufferin Ave.
Winnipeg, Canada

FROST AND WOOD
Farm Implements

Are well known throughout Manitoba and the North West. Their reputation has been established on QUALITY AND SERVICE.

THE BINDER

that has proven its ability to cut all kinds of grain under all conditions.

Eccentric Sprocket Wheel. *Third Roller and Force Feed Principle*

Roller and Ball Bearings. *No Neckweight.* *Handsome Finish.*

Your stock is not complete without it. Write for Catalogue which describes our full line in detail.

Winnipeg **Brandon** THE Frost & Wood Company LIMITED **Regina** **Calgary**

Exhibit of Threshing Machinery and Fire Engines Manufactured by the Waterous Engine Works Co., Brantford, Ont., and Winnipeg, at the Industrial, 1905.

same conditions and this spring I was figuring on getting a binder the same way, but the dealers tell me that they have stopped that kind of business. I wish you would see what you can buy a binder for and also a spring wagon in the city. I want to have wholesale prices, so I can get the town dealers down. I am going to buy a seed sower and a set of harness this fall; tell the city dealer that and maybe he will give you the mower cheaper.

William ——."

In Which Class are You?

Are you an optimist or a pessimist? If the world were to be divided into two classes, in which would you be found? This question is one that rarely enters the heads of the majority of people. Few have ever given any thought to the subject. Perhaps there is scarcely any necessity for giving the matter any thought, but it brings to our mind some ideas, and all ideas are food for thought. We have noticed that the men who generally make the most success in life are those of an optimistic temperament, and, if for no other reason than this, we deem that the idea is worth some consideration.

Did you ever think of the difference it might make in your business? It is a strong lever in securing friends and friends go a long way to assist in making a man's career. There are very few of us that are in sympathy with the man who is continually grumbling and fault-finding. It is no pleasure to trade with one who is forever complaining about the weather, his business, or something else. A man of this type is never contented, never happy, and only able to see the dark and dismal side of a question. He cannot look into the future and see the most promising side of things, but goes on living his life as though it were a burden to him, and which he is making a burden to everybody else. We rarely ever hear of a man of this class making a success of life.

With the optimistic individual it is different. It is a pleasure to go to his place of business. He has a cheery, encouraging word for all. The weather suits him, or it might be worse. His business is in good shape, or he has seen it better. He is perfectly contented and satisfied with his lot. He is anxious to succeed and to make a success of life. His friends are legion. They are to be found everywhere. All feel the effects of coming in contact with his sunny nature. It is a pleasure appreciated. It helps his business and makes for success.

Give this matter a little thought and find out in which of these two classes you are, and if you are not with the optimists it is time for a change. Remember the lines:—

"Laugh, and the world laughs with you;
Weep, and you weep alone,
For the grand old earth must borrow its mirth—
It has troubles enough of its own."

Soldier's Pay.

The man who would enlist in the army in order to gain wealth should have a relapse after reading this item: "The private in the United States army receives $13 a month; in Great Britain, $7.14; in Germany, $2.50; France, $1.74; Hungary, 73 cents; Japan, 60 cents; and Russia, 12 cents."

When your heels are heavy,
And your head feels queer,
And your mind foams up,
Like a glass of beer,
You're drunk.
"Plow Share."

THE PORTER BALER

More points of real merit than any baler built. Pull power, low step-over, high chamber, telescoping device and other good points which you will find in detail in our catalogue, which is free for the asking. Send for it now.

J. E. PORTER CO., Ottawa, Illinois

W. Johnston & Co., Ltd.

General Agents.

WINNIPEG - - - MAN.

"Kapeeter" Couldn't "Kapunk."

The Tribune office is going through the moulting period with a gasoline engine. It is one of the best engines made and cannot go wrong if ordinary intelligence is used, so the directions say, but thirteen men, boys and engineers were fixing it for six hours, and it would run all right if some one turned the wheel. It is the simplest engine in the world, so the directions say. It is a Fuller & Johnson Oil-Cooler and anti-profanity instigator. We sent for Verne Glidden. He thought the tropic of capricorn had slipped into the king row, and was sure the exhaust was bent. He unscrewed the unbilicus, drew the rangefinder out, greased the pud tongue, and then put it together again. Everything looked right, and we set a boy to turning to see if it wouldn't combust audibly, but it wouldn't. Then we sent for Herb Redmond. Herb has assisted every automobile man in the county and saved several of them from suicide, and he said he thought oil had accumulated in the dofloppus so that the guyascutus couldn't coalesce with the non compis mentis, so he took out the dofunny, wiped the pandemonium, and removed the oil. This made everything look all right. The engine should have said "kapeet" "kapeet" right along now, but merely said "pr—r—r—r" and that was all. There is a tea canister annex screwed on top of the main duodenum that runs up through the roof that usually says "kapunk" at each explosion that was maintaining a discreet silence all this time, and Herb resolved to go upon the roof and investigate this. He found that the blizzard had blown it full of snow which melted last night while the thing was hot, and froze up this morning when it was cold. This solved the mystery. When it tried to "kapeet" inside, the "kapunker" outside was frozen up stiffer than the right leg of a dead mule. Herb restored the "outside kapunker" which released the "inside kapeeter," and confidence was immediately established. A gasoline engine is just as simple as pulling turnips when you get on to its curves. But our experience is that no gasoline engine can "kapeet" when it is bunged up in the snoozle."—"Tribune," Brett, Ia.

War Against Patent Medicines.

The patent medicine industry of the United States has lately been made the subject of a number of attacks, delivered from many different quarters, but the industry seems to have sufficient friends at court to provide for its protection. In the Massachusetts Legislature a proposal was recently made that all proprietary medical packages should have the ingredients stated upon them, but the Public Health Committee of the House has reported against the adoption of the proposal.

The Legislature of Cuba not long ago revived an old Spanish law requiring that the formulas of all patent medicines be printed on the bottle or package in which the same are sold, but the patent medicine manufacturers of the United States induced the Washington government to use its good offices with the Cuban government, and the latter has consented to a compromise, under which the formulas of imported patent medicines will be filed with the Cuban government, but kept secret.

In Venezuela, according to an American Consular report, a regulation has been put in force whereby sales of patent medicines, unless the medicines are formally recognized in Venezuela, shall be prohibited altogether, even though such medicines may have the approval of foreign medical faculties. Every patent medicine manufacturer wishing to sell his preparations in Venezuela must make a statement showing the name of the remedy, the full formula, and the dose prescribed. Together with this he must submit samples to the commissioners in charge of the matter, and, for a certificate permitting sale, a fee of $3.86 must be paid.

It Is a Disgrace.

To half-do things.

Not to develop our possibilities.

To be lazy, indolent, indifferent.

To do poor, slipshod, botched work.

To hide a talent because you have only one.

To live a half life when a whole life is possible.

To be ungrateful to friends and to those who have helped us.

To kick over the ladder upon which we have climbed to our position.

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Agricultural Machinery in South Africa.

Steam power has now been largely adopted by agriculturists in all parts of the world, and especially by those cultivating large tracks of land. In America steam power cultivation and the use of engines for thrashing, grinding, and crushing has long been employed. In the large grain-growing districts of Canada it would be almost impossible to deal with the mass of crops now gathered in every year unless the aid of modern machinery was requisitioned. Probably the value of steam power is nowhere more apparent than in South Africa, where both white and native labor is scarce, and its benefits materially influence the cultivation of the wide tracks of land now being made accessible by the railways, which are spreading so far into the interior and forming quite a network of connections with outlying districts, thus rendering it possible for agriculturists to place their produce on the market. Portable engines are largely employed in South Africa, and manufacturers should note the importance of making the road wheels strong and, preferably, of wrought iron, in order that they can be negotiated in localities where the roads are rough and uneven. "Colonial" fire boxes adapted for both coal and firewood are appreciated, and threshing machines, in which straw can be burned, are also best adapted to the South African markets. Tractors are gradually coming into use, as they are found invaluable for transport purposes. An important feature of the best makes of traction engines is the provision of the winding drum with steel wire rope, which enables an engine to mount a steep gradient and haul the load to the top. Many British manufacturers have already opened up important agencies in the chief centres; there are still quite a number of merchants who are inquiring for agencies, and are willing to take up the introduction of suitable traction engines in the colonies.—The Agricultural Chronicle.

Ontario Automobile Law.

The Provincial Government of Ontario recently introduced a considerable number of changes in the automobile law of that Province as follows:—

That the license fee be raised from $2 to $5 for motor cars of less than 10 horse-power, and to $10 for car above that power; that the numbers on cars be 6 inches high instead of 3 inches; that the provincial secretaries be empowered to revoke licenses or suspend drivers; that motorists be compelled to slow to 7 miles an hour when within 100 feet of a horse drawn vehicle, excepting in cities, towns and incorporated villages, and that the motor of a car be stopped while the latter is standing in the street.

What Horse Power Is.

Although the use of machinery has made horse-power as familiar in our mouths as household words, generally a man's knowledge of the exact meaning of "horse-power," when applied to engines, is very vague. Yet it is the simplest kind of exact statement, as simple as the multiplication table in fact. There is no need for it to remain a subject which the manufacturer, of course, knows about, but "no other fellow," as Dundreary used to say, "can understand." "One horse-power" is the force which will raise 33,000 pounds one foot high in one minute. To show the enormous latent power in combustibles, Dr. Joule, of Manchester, England, fixed the mechanical equivalent of "one unit of heat" at 772 pounds raised one foot. One pound of coal contains 1,450 such units. That is equal to raising 1,119,400 pounds one foot high in one minute.

This enormous power, whether created by a pound of coal or a gallon of gasoline, is harnessed, checked, controlled and converted by machinery, and is utilized in minute proportions, varying with the speed required or the weight to be pushed along. "One-horse," "two-horse," "twenty-horse," etc., power, therefore means that the particular machine referred to has the capacity to raise 33,000 pounds one foot high in one minute, or twice that weight, or 20 times that weight, and so on, according to its specified horse-power denomination. — Implement and Vehicle Record.

About three years ago many railway and other big corporations operating in the United States adopted the policy of refusing employment to men over thirty-five years of age. According to recent newspaper reports from that country these concerns have apparently come to the conclusion that the rule has failed to produce the results desired and anticipated.

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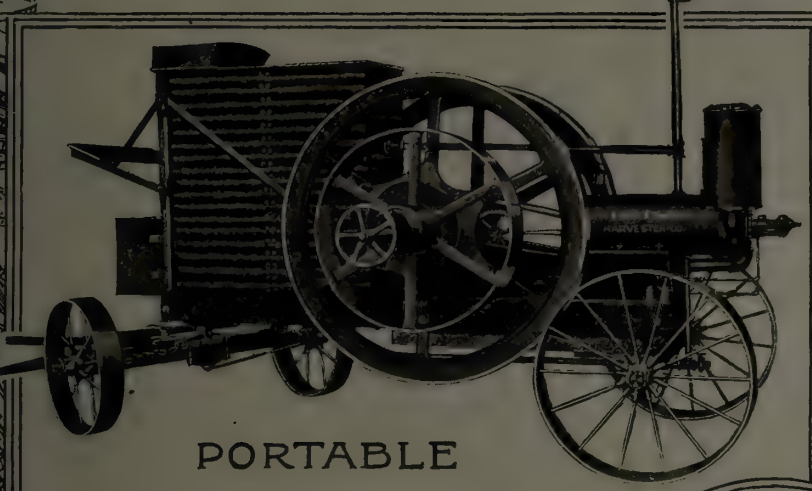

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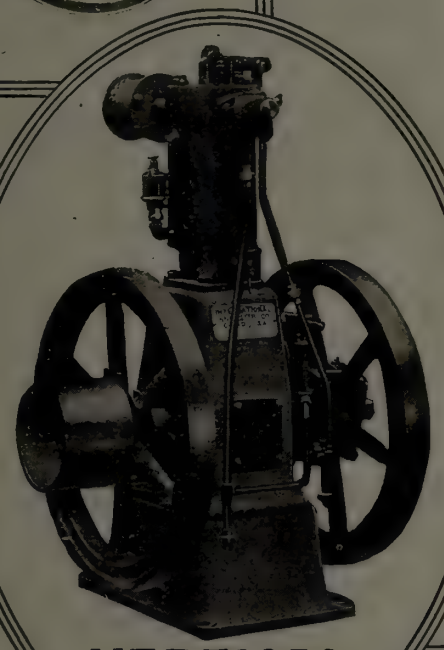

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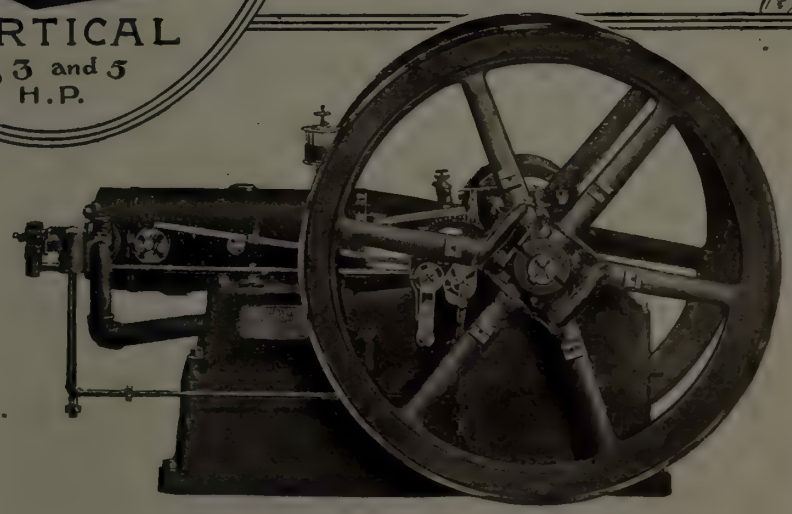

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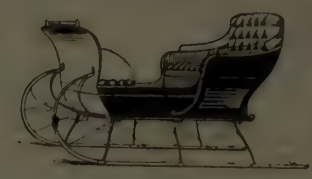

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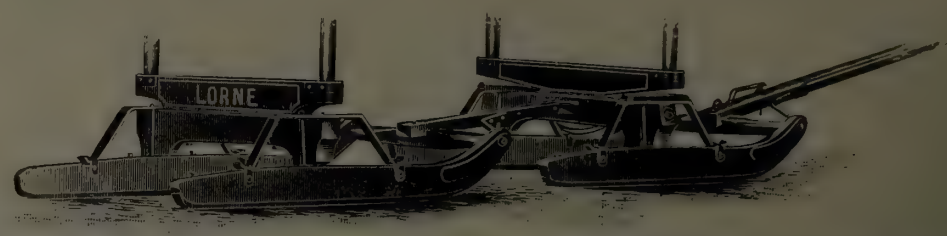

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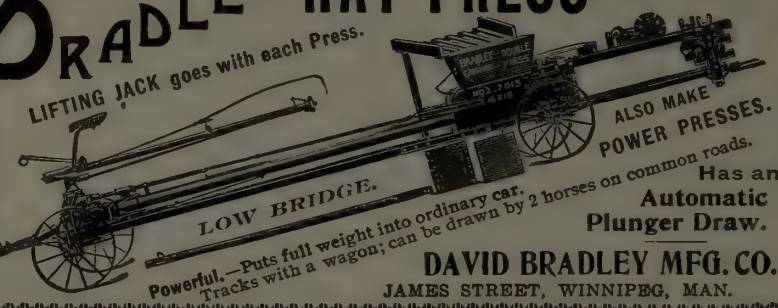

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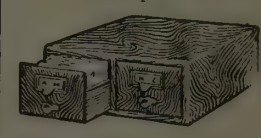

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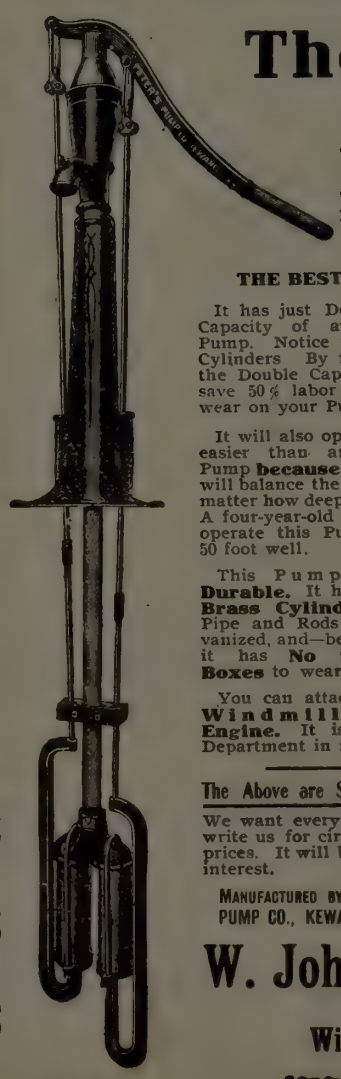

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CANADIAN FARM IMPLEMENTS

VOL. II, No. 3. WINNIPEG, MAN., SEPTEMBER, 1905. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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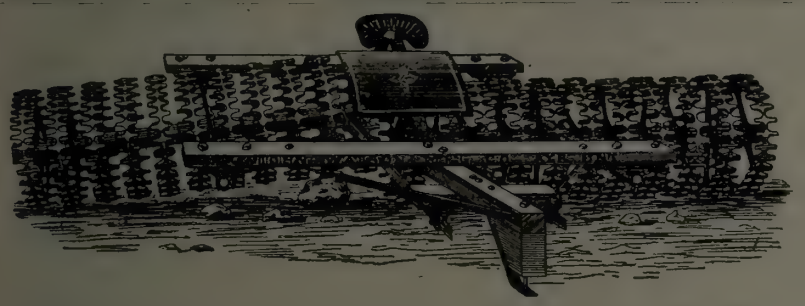

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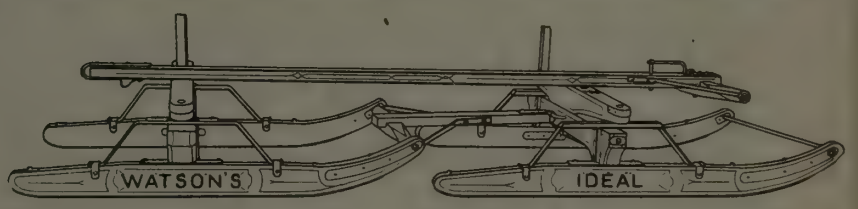

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They have the latest improvements and are perfect in every respect.

The dealers and farmers ALL like them. They are simple in construction, built by skilled workmen upon scientific principals and made of the very best material throughout so that they will work anywhere.

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We are in good shape to supply you with anything you require in the line of . . . . . .

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CANADIAN FARM IMPLEMENTS

Vol. II, No. 3. WINNIPEG, MAN., SEPTEMBER, 1905. SUBSCRIPTION PRICE { Per Copy 5c / Per Year 50c

The Value of the Windmill on the Farm.

By J. B. Reynolds, Professor of Physics, Ontario Agricultural College.

To-day in any good farming section of this continent, one of the most conspicuous features in the landscape is the wind mill. Coming from Palmerston to Guelph last summer, the writer counted from the car window, as many as eight wind mills in sight at once, and all along that road could be seen from three to eight mills in view at one time. The wind mill, of course, is limited it its adaptability and steam and other forms of power have permanently displaced it for many purposes. But for certain specific purposes, and among them the pumping of water, the wind mill is not only thoroughly reliable, but it is the most economical motor now in use.

The wind mill requires to be controlled, and in modern machines is automatically controlled, in two particulars; it has to be thrown into the wind, and the speed has to be regulated so that steady work may be done in variable winds. The first control is effected by means of a vane on the same shaft as the wheel, with its plane at right angles to that of the wheel. The wind catching this vane throws it around until its plane is parallel to the direction of the wind, and hence the wheel pulled broadside to the wind. If, however, the wind should become too strong, either the mill has to be pulled partly out of the wind or else the different sections of the wheel are tipped, so that the wind is made to strike more obliquely and, therefore, with less effect, upon the surfaces of the vanes. The wheel itself is pulled bodily out of the wind by a side vane, with its plane parallel to that of the wheel, and on an arm that carries it out from the centre bearings. When the wind becomes very strong, it forces its side vane around out of the wind, and with it the wheel. The individual sections of the wheel are controlled by a coil spring about the main shaft. A high speed of this shaft causes this spring to tighten, and by means of connecting rods to draw the individual vane somewhat out of the wind. By these means a fairly uniform speed is maintained in a variable wind.

USES TO WHICH THE WIND MILL MAY BE PUT.

Under this head wind mills are classified as power and pumper. The power mill has on the end of the wheel shaft a bevelled gear, which engages a similar bevelled gear on a vertical shaft. This vertical shaft extends nearly to the barn floor, and here a similar bevelled-gear arrangement runs a horizontal shaft, from which, by pulleys and belts power may be carried to machines on the barn floor. The pumper has on the end of the wheel shaft a solid wheel to which a rod is attached eccentrically, thus imparting an up and down motion to the rod—a motion necessary to pumping water.

The same wheel may be made to drive machinery or to pump water by fixing both of the above attachments to the wheel shaft.

The writer sent out recently some inquiries to owners of wind mills, respecting the uses to which these machines are put, their efficiency, power, and cost of maintenance. Following are copies of some of the replies:

1. "The size of our wheel is 15 feet. The grinder is a 10-inch plate. The wheel is about 60 feet above the ground. We drive the grinder, pulper, and cutting box, but intend to run a circular saw and pump water with it. I think it has about 14 horse power in a good fair wind. We find it satisfactory in every respect for grinding, pulping, or cutting corn or straw. It has not cost anything yet, only for oil."

2. "Our wheel is 16 feet in diameter and 62 feet above the ground. The machines we drive with it are root cutter, emery wheel, pump, grinder, and straw cutter. In an average wind it gives a horse-power of 12. It has cost us 25 cents in three years for two bolts and $1.00 for oil and axle grease. I advise any farmer of 100 acres or over to secure a 15-foot or 16-foot mill when getting one, so that you can use the power if necessary. A small mill, 8 to 12 feet, will not give the satisfaction. We pulp from four to five thousand bushels of roots per year, which will pay for a mill. The mill is the most paying machine on the farm, and no particular cost."

PUMPING FOR IRRIGATION.

3. "The size of our mill is 6 feet in diameter and is fifty-five feet above the ground. The tank is thirty-five barrels, and is elevated twenty feet from the ground. The well is fifteen feet deep, and in an average wind it takes from three to four hours to fill the tank. The water is used for watering the lawn, house use, bathroom, etc., and is arranged to pump either hard or soft water from cistern or well. We use about fifteen to twenty barrels of water in summer, and in winter less. Our mill has been in use for about eight months, and has cost 25 cents for oil. I might add that were I an agriculturist I would consider the wind mill indispensable to the farm, it being adaptable to so many ways as a labor-saving device, and adding greatly to home comforts."

4. "Our wind mill is eight feet in diameter and is fifty feet to the tower. The water is used in large house (closet in house), and for twelve horses, twelve cattle, and sometimes forty hogs. We have not had much expense in maintaining the wind mill, and could hardly do without it."

5. "The size of our wind mill is 8 feet, and is 40 feet to the tower. The tank holds thirty-six barrels of water and is twenty-five feet from the ground. The well is about 55 feet deep, and in an average wind it takes about three hours to fill the tank. We use from 50 to 100 pails of water per day. The cost of maintaining the wind mill is very little—I should think about $10 per year."

THE ELECTRIC GENERATOR

The wind mill power is well adapted to electric lighting for the farm. The plant necessary is rather expensive in first cost, but in maintenance it costs but little. There is required besides the wind mill, an electric generator, and a number of storage batteries, in which the electric energy is stored while the wind mill runs, this energy to be afterward used in lighting. Electric energy is measured by pressure, or voltage, and by volume of current or amperage. A single incandescent lamp requires 110 volts to light it to whiteness, and a current of about half an ampere. A storage cell, whether large or small, gives a pressure of about two volts, the different sizes of cells differing in the quantity of current they give. Then cells may be arranged in series, like horses, tandem, or in parallel, like horses abreast. In series, the current they give is equal to that of one cell only, while the voltage is proportional to the number of cells. In parallel, the current is proportional to the number of cells, while the voltage is that of one single cell. If both voltage and volume of current require to be increased, this may be done by a series parallel arrangement. For instance, suppose that the capacity of a single cell were 10 amperes of 2 volts pressure, then 100 cells in series would give a 10-ampere current of 200 volts pressure; a parellel arrangement would give a 1,000-ampere current of 2 volts pressure, and a series-parallel, with four rows of 25 in series would give a 40-ampere current of 50 volts. It may thus be seen that to light even a limited number of lamps nothing less than 55 or 60 cells in series would do. Sixty-four small sized cells would light six 16 candle-power incandescent lamps for 8 hours, or twelve lamps for 3 hours, without recharging.

ECONOMY OF THE WIND MILL.

The wind mill is ample for most power purposes on the farm. It is seldom that more than one machine

is required to operate at once. It is not likely that a pump and a grinder or chopper could be run in a moderate wind at the same time. Where much or varied work is required of the mill, a larger one is more serviceable and economical.

In a comparison of the cost of wind mill power with any other, not the total capital outlay should be considered, but the interest on the capital, a percentage for depreciation of capital, an annual outlay for oil, fuel, and attendance. The wind mill may cost more in capital outlay than other forms of power, but while the interest on this may increase the charges against the wind mill, it must be borne in mind that a considerable item of the cost in running other forms of power is in fuel. For the wind mill fuel costs nothing, and thus the total charge against the wind mill, as compared with other prime movers, has been found to be, per horse power per hour, somewhat less; that is, the wind mill as a means of developing power is one of the most economical, when the various factors of expense, as stated above, are taken into consideration. In this connection we may consider the economy of electric lighting by means of the wind mill. The first cost, in addition to the wind mill, would be quite considerable, probably, for electric generator and storage batteries enough to run eight or ten lights, about $400. The interest and depreciation of capital for this would amount to, say, 10 per cent., $40. While this costs a great deal more, no doubt, than the oil which is used for lighting on the farm, yet when we consider the greater efficiency and safety of the electric lighting, the greater protection that it guarantees against loss by fire in barn and house, this means of lighting may appeal to many as quite practicable and acceptable in point of cost. At any rate, for those who have thought of lighting by means of wind mill power and electric generator, these figures are presented as a guide so that persons who have the matter in mind may sit down and count the cost before embarking on the enterprise.

Jorkins—"My dear; I wish you wouldn't sing that song about 'Falling Dew.'"

Mrs. Jorkins—"Why not?"

Jorkins—"It reminds me too much of the house rent."

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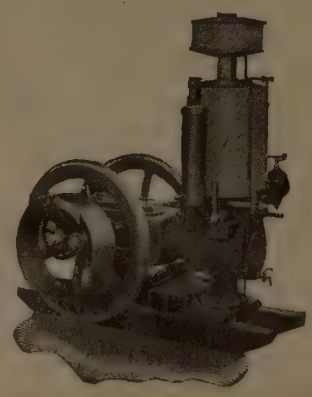
STEEL SAW FRAMES and SAWS.

TORONTO GRAIN GRINDERS.

B. BELL & SON---Horse & Tread Powers, Feed Cutters, Land Rollers, Root Pulpers.

EMPIRE CREAM SEPARATORS.

Write for particulars and our new catalogue.



ONTARIO WIND ENGINE & PUMP CO.
LIMITED

83-91 Chambers St. WINNIPEG.

Making Improvements.

The William Gray & Sons Co., of Chatham, Ont., and Winnipeg, have just completed considerable improvements and extensive changes at their local headquarters. They have sub-divided their large basement into different rooms adapted to factory work, and have installed a lot of new machinery for manufacturing and repairing purposes, as it is their intention to devote a great deal of attention to this line in the future. They have erected an 8 x 12 elevator, as well as a large enclosed shipping platform, 16 x 75, on trackage. Their wareroom is a spacious and commodious one, and here they keep a full line of their high class goods on show for the benefits of their patrons.

Solution Lies in Organization.

Competition is generally what forces dealers to grant extended credit. If they do not do so they have practically closed the door in the face of a probable customer. In a large number of cases this business is desirable and the dealer has no other course open to him, if he wants to secure it, but to grant the credit requested. No dealer will deny the fact that long credits are dangerous and frequently result in serious loss, but the fact nevertheless remains that such have to be granted if the business is to be secured.

One of the most efficient things that can come to the aid of the implement dealer in order to prevent, in a measure, this state of affairs, is uniform rules in regard to the limitations of credit. If the dealers of a town got together and decided to follow some few set rules in this respect the business of each, and all, would be greatly benefited. It is within the scope of every competing group of dealers to enforce a few such rules without violating any law or causing any friction among their patrons, if there is a degree of harmony and good feeling among them.

Where this sort of thing prevails dealers look on one another as legitimate competitors, and respect their rights accordingly. The result is that they come closer together, hold meetings, discuss trade topics, and, as a result, the whole condition of the business is improved. On the other hand, where dealers are continually "knifing" one another there are no meetings, or general discussion on subjects of immediate interest to the trade, nothing but continual strife and the ultimate demoralization of the business.

As a means for reaching desirable ends, the solution of the home trade problem, from a dealer's standpoint, lies in local organization. Under its control profit-destroying competition is forced to the wall, and, in a majority of cases, its evil effects are entirely driven from the community. Few dealers will take up a work of this kind for many reasons, the one upon which the others are principally based being pride. They consider that "the other fellow" will think they are afraid of his competition and wants to "make up." The general rule is that such is not the case, but that the man who wants to inaugurate such a scheme does it for the benefit that will accrue not only for himself, but to his brother dealers. When a man has the moral courage to go in for something of this kind he generally makes a success of it, and can, in the days to come, look back with a reasonable amount of pride to the splendid results attained by the organization which he started.

Where Will it End?

The following item taken from an exchange is the cause of the above question:—

"A co-operative experiment of a magnitude hitherto untried is to be attempted in Oregon. The enterprise is known as the 'Co-operative Christian Federation,' with a capital of fifty million dollars. The objects of the federation are to buy and sell land, build railroads, operate factories, mills and dairies in Oregon, to be owned and operated on the co-operative plan."

Time will tell. According to our opinion it always has with enterprises of a similar nature. We see no reason why it should not in connection with this project.

Expensive Seat.

The price at which a seat on the New York stock exchange sold recently, $81,000, to which must be added an initiation fee of $1,000, reminds us of the story told of a visitor to the exchange. He was watching from the gallery the brokers rush from place to place transacting their business, when he was told, "They charge $80,000 for a seat down there." He replied, "I don't wonder they all prefer to stand."

The Futility of Misrepresentation.

There seems to be a notion prevailing among a number of classes of people in this country, who have but recently been aroused to a realization of the fact that they are really possessed of considerable importance, that all they have to do to get anything they may happen to want is to demand it.

This has been a source of weakness in the labor union cause. It was largely responsible for the downfall of the grange. The various farmers' co-operative associations of the present day are riding the same old skeleton, and will end their course in the same old bog.

With absolute right on their side, even a handful of people can make a demand with reasonable hope of ultimate success; but with unscrupulous demagogues or reckless and irresponsible fanatics at their head, and a disregard for the rights of other people or for the solid foundation principles of legitimate business and an utter indifference as to whether their demand is practical or not, a class of people can easily make itself ridiculous.

But were this all, it would not be so bad. The trouble is that in doing so they are apt to unsettle the whole structure of legitimate trade and bring ruin on others as well as themselves and those whom they consider their enemies.

The Journal regrets to notice the intemperate and utterly ridiculous statements which are being hawked about by many of these irresponsible farmer agitators; statements borrowed from biased and unscrupulous magazine and trade and newspaper writers, which are used to foster prejudice and class hatred and unreasoning arrogance, and which will, because of their very character, fail of accomplishing their object.

Surely there are enough real abuses of the people's rights to occupy their attention and efforts without going to the limits of absurd falsity and absolute tommyrot such as reeks from the pages of certain classes of publications throughout the country.—Implement Trade Journal.

American Vehicle Trade Excellent.

From most reliable sources we are informed that the vehicle trade of the United States is in a most satisfactory and flourishing condition at the present time. During the early part of the year unfavorable weather condition were accountable for a decline in the demand for spring goods. This has led many manufacturers to believe that the aggregate volume of business for 1905 will be under the average. Other builders are of the opinion business has been so exceptionally good throughout the summer that it will entirely compensate for all previous shortcomings.

Spring trade for farm wagons was very backward owing to wet weather. This condition was greatly improved with the harvesting of the corn crop. A splendid demand has ruled for all kinds of driving vehicles; particularly runabouts, stanhopes, open surreys and driving wagons. The sales of these lines have increased very materially, the call being for goods of high class workmanship and smart styles. Despite the fact that 1905 has been the banner year in the demand for automobiles, there has been no appreciable falling off in the trade of manufacturers of horse drawn vehicles. If anything the auto appears to have worked a marked stimulus on the vehicle market.

"What Can I Do?"

You will never be a partner unless you know the business of your department far better than the owner possibly can. Instead of the question, "What must I do for my employer?" substitute "What can I do?" Faithful and conscientious discharge of the duties assigned to you is all very well, but it will not do for the coming partner. There must be something beyond this. The rising man must do something exceptional, and beyond the range of his special department.

He must attract attention.

There is no service so low and simple, neither any so high, in which the man of ability and willing disposition cannot readily and almost daily prove himself capable of greater trust and usefulness.—Carnegie.

Luck means rising at 6 o'clock in the morning; living on a dollar a day if you earn two; minding your own business and not meddling with other people's. Luck means appointments you have never failed to keep; the trains you have never failed to catch. Luck means trusting in God and your own resources.

IT PAYS TO BUY AND IT PAYS TO SELL

Palmerston Carriage Co.'s

Carriages, Buggies, Cutters, Sleighs, etc.

They lead in Style
They lead in Material
They lead in Finish

They Satisfy

And satisfaction increases sales.

Write for Catalogue to

A. C. McRAE, General Agent, King and James Streets, WINNIPEG, Man.

The Milking Machine.

According to recent reports another machine that will materially assist in lessening the drudgery of the dairy farm is almost perfected. This is the milking machine. Such a machine will practically make the equipment of the modern dairy farm complete, and in order to be a success must be simple and effective; capable of doing the work as well as it can be done by hand, and it must not be too expensive.

Many so-called milking machines have been tried in the past with varying success. As far as can be learned, the nearest approach to perfection along this line is that attained by a Scotch firm known as Lawrence-Kennedy, with headquarters in Glasgow. For several months they have had one of their machines in use on a dairy farm near Glasgow, and, according to a number of experts who recently inspected it, it accomplishes its work in a thorough and most desirable manner.

There are many changes in this outfit from other inventions. Heretofore the pulsation that moves the teat cups and draws the milk from the cow has come direct from the main vacuum pipe. The Lawrence-Kennedy patent differs materially from this in that they have an ingenious special pulsator that is placed on the top of a specially constructed milk pail, which stands between the cows being milked. This pulsator performs the double function of hermetically sealing the milk-can and regulating the action of the teat cup. Another feature of the contrivance is that it prevents the milk from being exposed to pollution of any kind.

Besides the Lawrence-Kennedy machine, there is a machine being perfected in this country by D. H. Burrell & Co., of Little Falls, N.Y., that is said to give excellent satisfaction. This machine has been in use on many farms adjoining Little Falls and, according to the users, has given most satisfactory results. Many of the dairymen who have used it state that by its use they have been able to dispense with the services of one man, which, in view of the present scarcity of labor, is quite an important item on the dairy farm. This saving alone would soon pay for the machine. It is a modification of the machine that is being perfected by the Glasgow inventors, and we understand will shortly be installed at Guelph in the Ontario Agricultural College where it will undergo a thorough testing.

There is little doubt but that these machines have about reached perfection. They have practically passed all tests to which they have been submitted, and dairymen can now look forward, with a measure of confidence, to the time when the milking machine will be a machine of practical utility and use on the farm. By its introduction the question of labor on the dairy farm will be nearer solution, thereby reducing one of the greatest drawbacks to the dairying industry.

To the implement dealers in dairying sections we would say that now is a good time to find out all about this machine. It is something that is bound to come to perfection and it will be in your field along with the cream separator. It is something you can handle with your other line of implements. Whether you handle the machine or not it is worth investigation, as it is likely that the manufacturers will, in a short time, be ready to place the milking machine on the market.

Many a foolish man casts a shadow on his life by standing in his own light.

What the Cream Separator has Done for Western Canada.

(Continued from July issue).

The dairy industry of the West was in a most demoralized condition when the cream separator was introduced. The change it has wrought is well known to most of our readers. For some time after its advent it met with considerable opposition on the part of farmers. They failed to realize its labor saving and profit making qualities, believing it was got up merely to filch money from their pockets. Consequently the demand for the machine did not increase as the success of the invention warranted. Another thing detrimental to the sale of the separator was the fact that manufacturers did not recognize the proper source through which to place their goods, viz., the implement dealer. Then, too, the dealers, like the farmers, failed to foresee in the cream separator a utensil of inestimable value to the keeper of milch cows.

However, this state of affairs has undergone a change. The farmers, manufacturers, and dealers awakened to their various oppor-

DEALERS! Why handle a CREAM SEPARATOR unless there is money in the business for you? There is a handsome profit for agents who sell the

UNEEDA

Write us for agent's terms, and we will convince you of this fact. Our terms and discounts are the MOST LIBERAL offered by any Cream Separator Company.

We want a live agent in every town in Canada west of the Great Lakes. Each Agent gets EXCLUSIVE TERRITORY.

Our Separator CONVINCES Agents and Consumers alike of its superiority over all other makes in GETTING ALL THE CREAM FROM THE MILK.

WE GUARANTEE THE "UNEEDA" FOREVER

The National Manufacturing Co., Ltd.

C. C. MACDONALD, Manager

Head Office and Factory: Pembroke, Ont. Western Branch: 151 Bannatyne Ave., Winnipeg, Man.

All the Farm and Dairy Papers are advising their readers to buy Cream Separators.

THE

U. S. CREAM SEPARATOR

Is continuously advertised in these same papers.

Dealers handling the U. S. get the benefit of both advertisements and editorials

When a farmer gets ready to buy a cream separator he knows all about the clean skimming, low milk-tank, enclosed gearing, automatic lubrication and general strength and simplicity of the U. S.—he's read it all in our ads.

Show him the machine itself and it takes little effort on your part to make a sale.

Seems as though you are losing money if you don't have a U. S. on your sample floor—doesn't it? Why not drop us a line now—we'll tell you all about the U. S. by return mail.

VERMONT FARM MACHINE CO.

BELLOWS FALLS, Vt.

18 distributing warehouses in United States and Canada, mean prompt deliveries.

tunities. The former began to acknowledge the cream separator as a means of procuring better product and greater profit. Dealers and manufacturers began to see that it was mutually beneficial for them to work in harmony, with the result that they got into closer relationship wherever possible. Consequently business was more systematized and carried on in a much more satisfactory manner.

With the more general use of the machine a marked improvement became noticeable in the quality of butter. The demand for the Western article commenced to increase, and the separator user had no difficulty in selling all the product he could produce at a price that paid him well. With the man who persisted in pursuing the old fashioned methods, conditions were exactly opposite. He had to be content with the lowest market prices, and had many trials and tribulations in the marketing.

The sale of this invaluable utensil increased by leaps and bounds, and accordingly the quantity and quality of butter did likewise. Both the home and foreign demand for this commodity rapidly developed until last year, despite the fact that butter was selling at prices ranging from 20 cents to 35 cents per pound, it was impossible for local dealers to supply Winnipeg consumers.

To the cream separator must be attributed this improved state in the dairy industry of the West. It is true that the Government is justly deserving of a share of the credit for this much needed reformation. The Dairy Division of the Department of Agriculture has done much along the line of lectures on dairying topics, establishing creameries, etc., but even the worst enemy of the Government will not accuse them of being lavish in their expenditure along this line, and they certainly have not neglected it. Without the separator the results that are now being obtained could never have been accomplished, no matter how much money the party in power might spend in endeavoring to place the dairying industry on a better basis.

To make a success of the dairy business it is essential and imperative that the cream separator be used. It is the best paying implement a farmer can use, for the reason that it is making him a profit, twice every day, each day of the year. The farmer who is keeping four cows, for milking purposes, and is not the possessor of a cream separator, is not only out of date but is working directly in opposition to his own best interests.

It is difficult to estimate the value of this utensil to the farmers of Western Canada. Statistics show that the output of dairy butter, since the introduction of the cream separator, has been a million pounds per year greater than was produced under the antiquated "pan and can" system. Its use has so improved the quality that it has increased the value to the producer, at least ten cents per pound. The reputations of Western buttermakers, threatened under the old methods, has, in a very large measure, been saved by the employment of a cream separator. It is our earnest hope that every dealer will become a selling agent for some of the high grade makes of machines. May those who are handling this class of goods be able to open the eyes of some of the old, horny handed, sons of toil who refuse to see past their pockets in their own interests. The user of a cream separator increases the volume of his product from twenty to thirty per cent., while the quality is enhanced beyond calculation. Herein lies the profit for the keepers of milch cows in Western Canada.

A Handsome Catalogue.

"It makes the dollars for you." Such is the slogan appearing on a very handsome catalogue gotten out by the Empire Cream Separator Co. It is beautifully printed in two colors on a nice quality of surface paper. The outside cover is an exceptionally artistic bit of work, representing a pastoral scene in various colors. Throughout the publication are found a large number of dainty vignettes as well as many excellent halftones of the Empire cream separator in various sizes. The Ontario Wind Engine & Pump Co., who handle this separator for Western Canada, will be glad to mail a copy of this worthy publication to any who apply. Please mention Canadian Farm Implements.

"Only he can who thinks he can! The world makes way only for the determined man, who laughs at the barriers which limit others, and at the stumbling-blocks over which many fall."—Success.

Pulling Tits.

Aye ban a yust gude farmer, for more as saxteen yare,
Aye raise some wheat and corn, and fat some hogs and steer,
Aye watch that farmer business close for where da money gits,
And aye find it koming kwickest when you ban "pullin' tits."
Dam falla wat ban raising grains and hauling dam to town,
Hay got no money in da pocket—hay ban broke da whole yare round.
Dam falla wat ban fattin' stock, ban rich, and dan poore,
Sometime hay make a plenty money sometime hay loosin' more.
But dam falla wid da brindle cow, ha got bully ting, you bet,
Hay never loose hims whole yare's crop if ground ban dry or get too wet,
Ven hail ban striking down da crop, and yust ban raising fits,
At night, ha call dam brindles in and yust ban "pullin' tits."
Hay got dam Separator what gits a lots of cream,
Hay got da money comin' in yust like a pleasant dream
Hay got a money in da bank, hay got a money in him mitts,
Hay ban no Rockafalow—hay yust ban "pullin' tits."

Full of Information.

The Vermont Farm Machine Co., of Bellows Falls, Vt., makers of the well-known U.S. cream separator, recently forwarded us a number of their fine and instructive catalogues. These contain a vast amount of knowledge of value to the farmer making profit from his milk, and it is in the best interests of the dealers to see that such information is disseminated. These catalogues are well and neatly got up, and are most attractive. Neither trouble nor expense have been spared in the publication of this literature, and the firm will be glad to mail copies to any dealer who sends in a request for same, mentioning Canadian Farm Implements.

SUCCESS

In selling Separators is always due to Simplicity in the Machine.

The "EMPIRE"

is the Simplest Machine on the Market, therefore it runs easiest, lasts longest, gives least bother, costs least for repairs and

GIVES BEST ALL-ROUND SATISFACTION.

Don't take our word for this but allow us to show you to your own satisfaction that what we say is true.

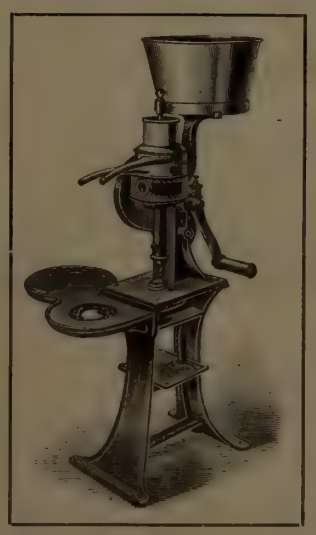
Our Agency Terms are Right.

EMPIRE CREAM SEPARATOR COMPANY OF CANADA, Ltd., TORONTO, Ont.

Ontario Wind Engine and Pump Co.

LIMITED

Western Selling Agents — Winnipeg — Western Selling Agents



De Laval Separators

DE LAVAL SEPARATORS take precedence over all others.

To stop Niagara Falls with a pitchfork would be just as easy as to convince the dairy public that another is as good as the DE LAVAL SEPARATOR.

Over 600,000 in use, or ten times all other makes combined. The De Laval catalogue gladly sent on request.

The DE LAVAL Separator Co.

248 McDERMOT AVE., WINNIPEG

New York Montreal Philadelbhia Toronto San Francisco Chicago

Edmonton.

H. Dunn, of the Fairchild Company, Calgary, spent a few days in this district last week.

The fall trade has been quite brisk in this district, more cash deals being reported than in previous years.

Geo. M. Manuel has resigned his position as manager of the Great West Implement Company. It is said that he intends going into business for himself in the near future. Mr. Manuel is a thorough business man and has a complete grasp of the implement business in all its different branches.

Dozens of large grading outfits are at work in this vicinity for the C.N.R. The station grounds and yard tracks have been laid in the city, to which point the grade is practically completed. The steel is being rapidly put down and the cars are expected to be in Edmonton in time to carry out this year's crop.

Senator Frost, of the Frost and Wood Company, recently paid Edmonton a visit and inspected the local agency of his company here. It is said that he was much struck with Edmonton's advancement and progress, and it is understood that this company intend in the near future, to very extensively enlarge their warerooms in this city.

The bountiful crop this year will be especially gratifying to the collection departments of the various farm implement and machinery concerns in this district. There is every prospect of a very successful collection season. The different companies have a large quantity of past due notes on their hands, which will, in all probability be paid this year.

The farmers of Northern Alberta have this year reaped the best crop in the history of the country. Never before did the grain ripen under more favorable circumstances. The sample is a splendid one. Heavy yields will be secured from fields that farmers expected to cut for green feed, and what were supposed to be average crops have turned out bumper yields.

The binder twine supply has been the all absorbing question in this district during the past few weeks. There has been a great scarcity of twine, and at the time of writing, although several cars have been received by different dealers in the city in excess of the original amount ordered, a number of communities will suffer more or less severely from the shortage. A bungle made by the farmers' union, a local organization, numerically strong, in contracting for their supply of twine, has been largely responsible for the shortage. Then again, although efforts were made to have the farmers place their orders for twine in advance, it was without success. Invariably the farmer replied that the implement dealer was picturing a false situation, that there would be plenty of twine, and probably at a lower figure than that at which the dealers were taking orders. Then again the crop exceeded the most optimistic expectations, and consequently the amount of twine needed greatly exceeded the calculations of the dealers. The farmers have nobody but themselves to blame for this most regrettable state of affairs. In some districts large areas are standing, the binders at rest waiting on the receipt of more twine by the city dealers. Sufficient quantities are now being received in the city and as there has been no disagreeable weather and no trace of frost as yet, the grain will all be harvested in good shape.

MAPLE LEAF

Stitched Cotton Duck Endless Belts

The Best for Thresher and Dealer

This is the Threshing Belt best adapted to the North-West climate. Is will not peel, it will not blister or separate on the plies. The quotation which we shall be glad to mail on application, will show it to be 20% cheaper than rubber belts, and while this is an important consideration, it is not the only one, as for durability and power it is far ahead of any threshing belt made. The season is now well advanced, if you have not already ordered it is time that prompt attention was given to the matter. We also carry Rubber Threshing Belts and Suction Hose in stock.

THE MELOTTE CREAM SEPARATOR COMPANY, LIMITED

124 PRINCESS STREET - - BOX 604 - - WINNIPEG, MANITOBA

Brisk Wagon Trade.

There has been a considerable picking up in the wagon trade of Western Canada since the commencement of harvesting. Prior to that time the demand for farm wagons was exceptionally dull, and local jobbers feared that the total volume of the season's output would be greatly reduced in comparison with that of previous years. The reverse is just the case. Since cutting began the call for wagons has been abnormally large, and local shippers state that the aggregate number of vehicles sent out for 1905 will be in excess of the quantity sent out in 1904.

When Not to Talk.

The best of us talk too much. "The essence of power is reserve," said a man who knew.

Many a reputation has been built on silence. Many a one is spoiled through rushing prematurely and volubly into speech.

It is safe to be silent when your words would wound. "Faithful are the wounds of a friend," says the old proverb, but one wants to be mighty sure one's friend needs the wounding and that we are qualified to administer it.

Keep still when your words would discourage. It is infinitely better to be dumb forever than to make one fellow-being less able to cope with life.

Keep still when your words will incite to anger or discomfort. An incredible amount of breath is used in the evil practice of trying to make our friends dislike their friends.

Never speak when what you have to say is merely for the purpose of exalting yourself.

Shut your lips with a key when you are inspired to babble incontinently of yourself—your ailments, accomplishments, relations, loves, hatreds, hopes and desires. It is only to the choice, rare friend that one may speak of these things without becoming a fool.—Farm Machinery.

The Use of Power.

It may not be practicable, in all cases, but in some instances blacksmiths and wheelwrights who cannot afford to install power for their own business alone may put in a gasoline engine, and when not in use in their own work employ it profitably in doing work for the outlying community. At all events, the matter seems feasible to us, and it is worth the consideration of the progressive smith.

A four h.p. engine will operate the washing machine, the separator, the churn and the pump all at once. It will easily grind two bushels of corn an hour. It will shell eight hundred bushels of corn a day. It will saw wood enough to keep several men busy feeding it and taking the wood away. Possibly the engine might be made portable so that if the work will not come to it, it may go to the work. But this would hardly be advisable, for the up-to-date blacksmith and wheelwright should always be ready to do the work that comes to him, and his gasoline engine should always be ready for application.

It would doubtless be a great convenience and saving to many farmers if they could bring their corn to be ground, their ensilage to be cut, their wood to be sawed, and their chicken feed to be ground. Of course this would necessitate getting certain farming machinery, like the corn sheller, the feed grinder and the circular wood saw machine, but in many cases it would pay to do so.

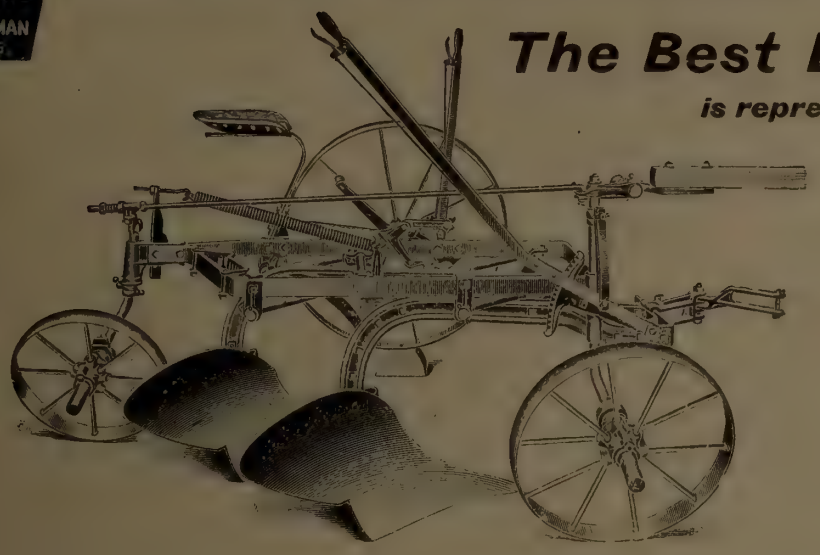
It costs less than one cent for gasoline to grind a bushel of grain, and the work would not only be profitable to the smith but the farmer himself would be glad to be relieved of some of his drudgery. The question is not whether the blacksmith can afford power, but rather if he can afford to do without it.—The Blacksmith and Wheelwright.

Inspection and Comparison will convince you of the Superiority of

THE MOLINE LINE

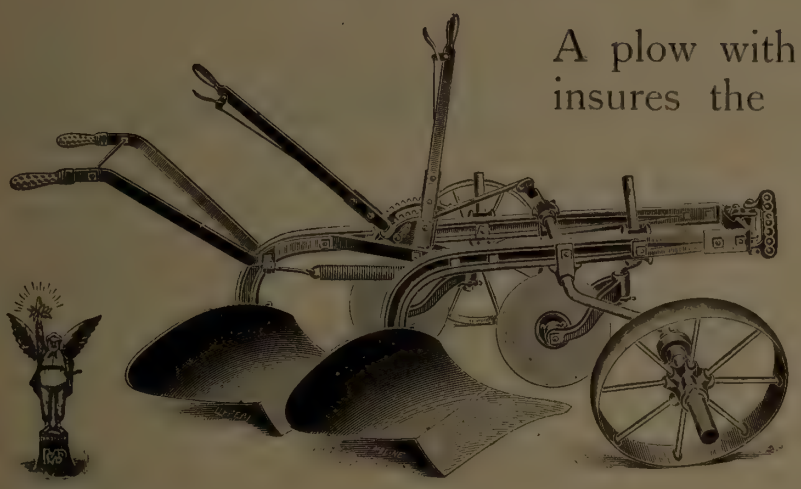
The Best Ever Gang Plow

is represented in this Cut



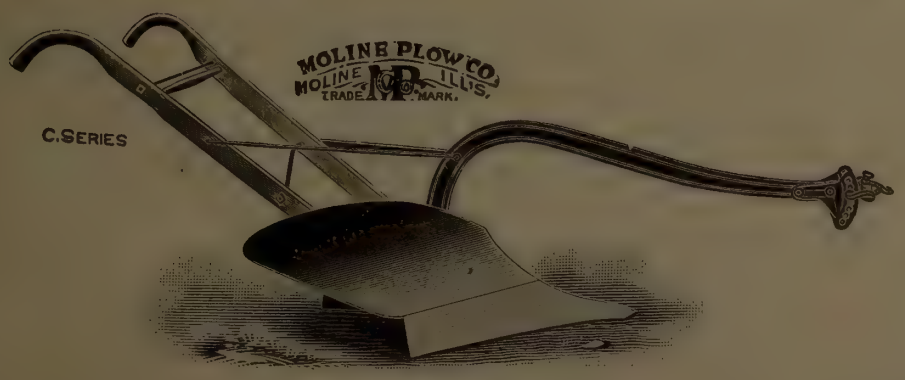
A trade winner, and a Gang that is making hosts of friends. It has many original improvements, and we fit the Best Ever with bottoms guaranteed adaptable to the soil conditions of your district.

THE CANADIAN CHIEF GANG



A plow with a Dutchman back of it, which insures the purchaser against any experimenting at his expense. A rattling good Gang Plow at a low down price. That's what we offer you. Best Ever bottoms, re-enforced shares, continuous steel beams, are a few features of this Gang.

Moline Scotch Clipper Walking Plow



A pioneer that for fifty years has paved the way that our wheeled plows have followed. One hundred different styles of Walking Plows in the Moline Line.

OUR CONTRACT IS REASONABLE AND OUR PRICES ARE RIGHT

Canadian Moline Plow Company

WINNIPEG, MANITOBA

Newspaper Items that Help the Dealer.

The reporter for the local paper, who is sometimes the editor or proprietor as well, often "drops in" to see the implement dealer and ask for news. Usually the information given him relates to the condition of trade in a general way. Sometimes he learns there has been an extraordinary demand for cultivators, which fact he duly chronicles. Again, he obtains the names of farmers who have bought vehicles from the dealer within the past week, and the next issue contains the list. These and other similar items are good for the dealer's business, for they are read by the farmers who take the paper. The average farmer is a thorough reader of the papers that fall into his hands. Nothing in their pages escapes him. If the news gatherer overlooks the implement store on his rounds the implement dealer does well to call on him occasionally.

In reading the many clippings we receive, some of which we have been publishing under the head of "Good News in the Country Papers," it occurred to us that comparatively few of them relate to implements that are new in the vicinity in which the paper is circulated, or new on the market. Implements named were usually plows, cultivators, binders, or other machines which the community has been using these many years. Some notable exceptions were items like these:

"Blank & Co., are putting in a lot of cream separators around here. The farmers are waking up, after all."

"Last Friday, J. Blank sold A. Farmer a two-row cultivator, the first implement of the kind in the county."

"Blank & Co. have just received a harrow cart, the newest thing in that line."

"Six manure spreaders were delivered by the enterprising firm of Black & Co., to progressive farmers Saturday, after a public exhibition."

We have no doubt many of the dealers whoses names have appeared in connection with items relating to the implement trade in a general way have made a start in the sale of machines comparatively new in their communities, but it did not occur to them to mention these goods by name to the news gatherer. Every item concerning sales of new machines helps the dealer to sell more.

Another point which may be worthy of consideration is now suggested. Aside from the advertising circulars of manufacturers the farmer does not receive much literature relating to agricultural implements. A few of the best agricultural papers devote considerable attention to the subject, but most of them say little or nothing about implements. Articles printed in the local weeklies setting forth the value of machines (not by trade name, but as a class) which are comparatively new to the locality would stimulate interest. The dealer can supply the required data. If he has sold some machines of the class referred to and the buyers are pleased with them, so much the better. If no sales have been effected the article may tell what has been done in other sections. The omission of dealers' names would add to the value of the story from the viewpoint of both publisher and reader and the publication would still have the desired effect on the dealers' trade, provided they followed it up with judicious advertising in the same papers.

Take, for instance, a community in which the manure spreader is not extensively used, but needed. With the information given him by manufacturers and the trade press the dealer enlightens the local publisher and shows him how this machine can be advantageously used by any farmer. The data enables the publisher to print an interesting story that is not an advertisement and thereby enhances the value of his publication in the estimation of his farmer readers. The farmer may have read substantially the same story in the catalogues and circulars of manufacturer but were not impressed. Now that the local paper has taken up the subject his interest is awakened. The manure spreader is only one of many implements which some dealers are not selling, but which they could sell with assistance of this character, coupled with appropriate advertising.—"Farm Implement News."

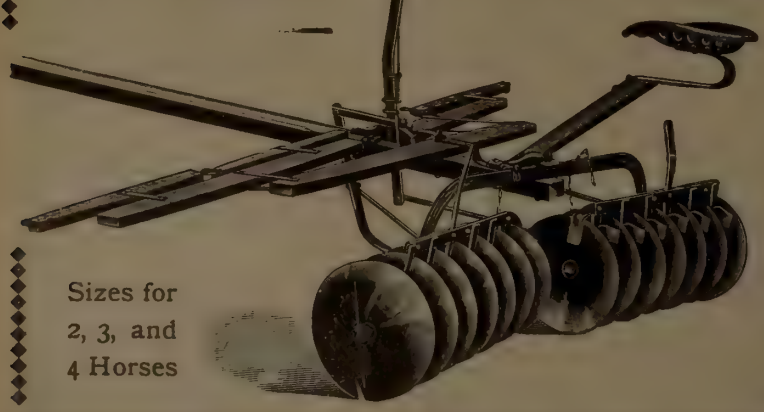
Be Specific in Your Ordering.

The following are a few points of more than ordinary interest to the implement dealer, taken from a speech recently delivered by President H. C. Staver, of the Staver Carriage Co., Chicago, Ill., at the convention of the Oklahoma and Indian Territory Hardware, Implement and Vehicle Dealers' Association, held at Oklahoma City, O.T., a short time ago:

"One of the things that is important and has often been referred to, yet I think will bear repeating, is what is meant by more care in placing specifications. In giving an order to a travelling salesman, merchants are apt to rely upon him to get the details of the order correct. The traveller may have received this order just a few moments before time to make a train, or he may have misunderstood you and has left out or put in something that will give you the wrong article. The contract may contain a clause to the effect that all agreements and conditions of the order are contained therein, and the salesman will claim he is not responsible for mistakes when the dealer has signed the order. The point is: Take time to read the order carefully yourself and be sure it is correct in every detail when you sign it. If you are sending an order by mail—say, for a buggy—read it the second time; compare it with the catalogue description; see that all details such as painting, trimming, kinds of wheels, drop or arched axle are fully covered. A good plan is to ask yourself, after reading the order, what you would do if you were at the other end and received that order—would you thoroughly understand it, and could you fill it so it would give the merchant just what he wants? You may be quite a distance from the factory or jobbing centre, and a mistake means a delay and a heavy freight expense in correcting it.

"The same principle applies to repairs. At our factory we will often receive a letter or telegram saying: 'Ship quick a front spring' for a certain buggy. The repair man gets the order, and the first questions he asks are: "What is the color of the gear? In what year was the buggy bought? Has it a Bailey hanger or a wood spring bar? If Bailey hanger, is it clipped or bolted?' Well, in the majority of cases we find something is overlooked. When orders of that kind come in it not only takes time to find out what is wanted, but many times the merchant becomes dissatisfied because the manufacturer is so slow in filling the order. Here is another common mistake: A merchant wires: 'Mail axle nut for front axle No. 129 buggy.' If he paid for the telegram it cost him 40 or 50 cents. If he sent it 'collect,' it costs the manufacturer that much. Now what would you send on that kind of an order? Do you think he wants a right or left hand nut? And so, if you go over your business carefully, you will discover that a great many dollars are wasted, time is lost in getting the order filled, and that you have done a lot of growling for which the manufacturer is not to blame, wholly because you were not as

BISSELL'S THE DISK THE FARMERS WANT



Sizes for 2, 3, and 4 Horses

SOME GOOD FEATURES ARE:

CORRECT BALANCE—Stays down at its work. Other Disks buckle, bind, and hump up in the centre.

SHAPE OF PLATE—Cuts and turns the soil. Other Disks scrape and only set the soil on edge.

BALL BEARINGS—Durable, light of draught. Experienced farmers claim the Bissell Disk runs one horse lighter than others.

CAPACITY—Greater than any other Disk. A success for work on hard ground and tough places.

THE BISSELL DISK HARROW is sold in open competition with anything built for cultivating.

Drop a postal card for free particulars about this Disk. See samples with

Jos. Maw & Co., Ltd, Winnipeg, Man.
WESTERN AGENTS.
None genuine without the name "BISSELL."
Address: T. E. Bissell, Dept. "I," Elora, Ont.

careful as you ought to have been in making up your order. Don't you believe this is a good lesson to many of us? If so, profit by it.

"Manufacturers and jobbers should be expert shippers. They fully appreciate that a shortage or mistake in shipments is a loss to them and a great annoyance to the party receiving the goods. So I think I am safe in saying that they give more attention to correct shipments than any branch of the business; yet with all this care occasionally a mistake will occur. However, it is found that a great many goods are received on which shortages are claimed, when in fact it develops later that there was no shortage. So if the merchant would caution the men who unload, receive or uncrate goods, to be a little more careful, many claims for shortages would be avoided. This may not happen in your individual case very often, but in the aggregate there is much more than is generally understood. I have them quite frequently, and I think it safe to say in nine cases out of ten that later on they find they are mistaken."

Acmé Harvester Co. Reorganized.

Following an announcement, made about nine months ago, the Acme Harvester Co., of Peoria, Ill., has undergone complete reorganization. It has been incorporated under the laws of New Jersey with a capital stock of $2,000,000, fully paid up, and will in future be known as the Acme Harvesting Machine Co.

The stockholders held a meeting at Peoria about the middle of August and elected the following officers and directors:

"Officers: D. R. Forgan, president; S. D. Porter, treasurer and general manager; Robert Schaffner, secretary; J. A. Scanland, assistant treasurer.

"Board of Directors: D. R. Forgan, A. G. Becker, S. D. Porter, Robert Schaffner, Ferd. Luthy, G. H. Burr, F. W. Garvin."

They also issued the following statment outlining their policies:

"The new company are equipped with ample capital and are preparing to carry on a vigorous campaign for the ensuing season.

"The policy of making sale contracts only, which has proven so popular with the implement dealers during the past season, will be continued.

"Owing to the big demand for Acme machines, the company find it necessary to largely increase the facilities for manufacturing and arrangements have been made for the erection of new warehouses and other equipment.

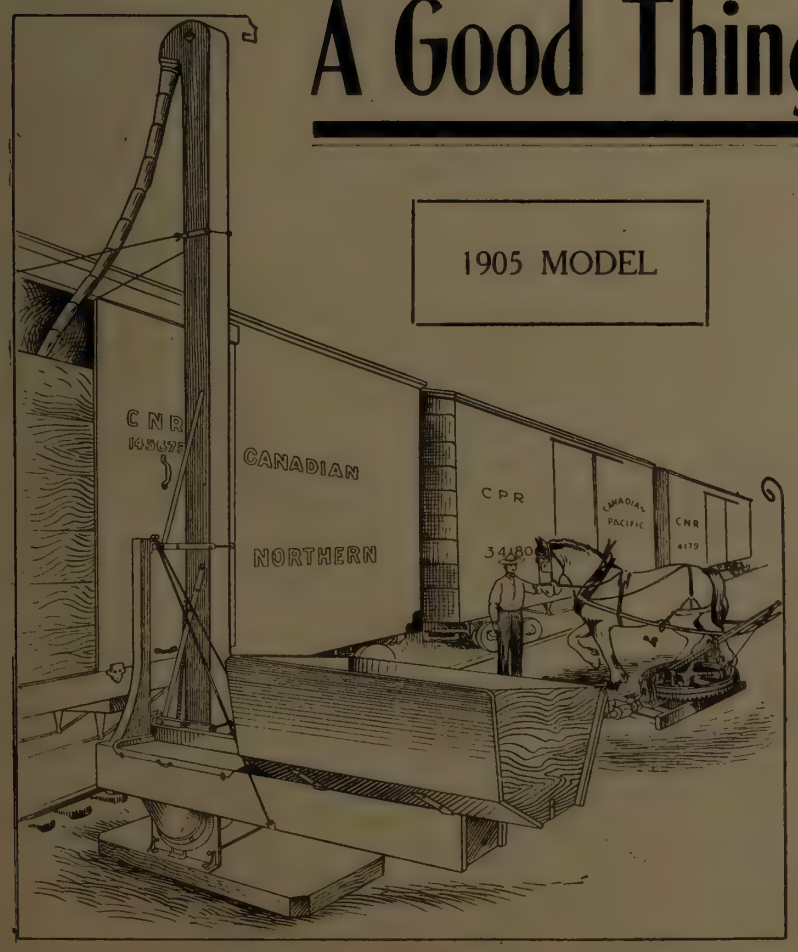
"At the present time the Acme Harvesting Machine Company are the largest independent manufacturers of harvesting machines in this country, and it is their intention to continue along the absolutely independent line."

The general offices will remain at Peoria, Ill. This company is represented in Western Canada by the Wm. Johnston Co., of this city.

Stop the Eastern Leak.

The Ontario papers that are chuckling over the fact that the new lands of the Northwest have forced a most damaging leak on the American border have failed to take note of the even more damaging leak which the Eastern States have cut into Quebec and the Maritime Provinces. Central and Western Canadians have felt such elation over the enormous flood of American settlers who have crossed latitude forty-nine since 1900, that they are not prepared to realize that in the last five years more Canadians have gone to the United States than have Americans drifted into Canada. Mr. H. B. Ames, M.P., is quoted as saying after an extended tour of the Lower Provinces: "Nova Scotia is being drained right along of her best and brightest brains. They are emigrating and permanently settling in the Eastern States and cities. Why, Boston and New York are simply full of Maritime Province people." The Dominion has done well to attract American settlers, for, as every Western Canadian will gladly attest, they are the best foreign element attainable. But had the Canadian Immigration Bureau been as diligent in soliciting the restless ambitions of Eastern Canada as it was with the infinitely less desirable Southern European, the Paradise of Promise which has just attained Provincehood would to-day be richer in homogeneity at least, and Canadian patriotism would nowhere have fallen from par. Let Ottawa look well to the Eastern leak.—"Colliers."

A Good Thing for Good Agents



A PORTABLE ELEVATOR IS AS NECESSARY on a Western Farm as any other Farm Implement. This is the experience of a large number of satisfied customers to whom we have shipped our celebrated Northern Portable Grain Elevator

There is a BEST in everything. The

Northern Portable GRAIN ELEVATOR

has this distinction.

Of course, there are the cheap and good kind, same as in all other lines. When you see our name on a Portable Elevator or any other farm tool, it's a guarantee that the quality and workmanship is the VERY BEST.

Manufactured by

NORTHERN IRON WORKS, WINNIPEG, MAN.

Office and Works, Point Douglas and Gladstone Aves. Send for Catalogue and Agent's discounts

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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(Postage Paid Anywhere.)

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Change of Copy for Advertisements should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisements can be received as late as the 10th of each month.

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F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

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WINNIPEG, MAN., SEPTEMBER, 1905

Collection Time.

Once again, and this time in no uncertain terms, Western Canada, with but a fraction of her immense area under cultivation, has clearly and forcibly demonstrated her right to be classed as the greatest wheat producing country in the world. Well has she proven her claim to the title of "Granary of the Empire." Even this appellation seems limited and circumscribed in view of her vast possibilities. What will be the ultimate destiny of this country, along the lines of agriculture, is beyond the power of man to penetrate. If the past be taken as proof of the future, then indeed, is our lot assured.

It seems a remarkable coincidence, and one that augurs well for the days to come, that the most abundant crop in the history of the West, should be ushered in on the same flood tide of progress and prosperity that brings independence and self-government to the peoples of the two new Prairie Provinces, Alberta and Saskatchewan. Ours is, in every sense of the word, a land in which liberty, peace and plenty doth abound. Much cause have we to rejoice and be thankful.

After five months of varying hopes and fears regarding the crops, during which time the farmer and his friends have occupied a position almost analagous with that of the "hen on a hot griddle," all causes of apprehension for 1905 have been swept into obscurity, and our hopes more than realized. Cutting has been completed and to-day the thresher holds sway throughout the land. The hum of his outfit is heard from one end of the West to the other, as, bushel by bushel, the wheat that has made Western Canada famous is got ready for shipment to the markets of the world.

In our July issue we estimated the total cereal crop of the West for this year, at about 125,000,000 bushels. From most reliable sources we have been informed that this estimate was a very conservative one. Many who have had more opportunities for getting their information than we have, tell us that the grand aggregate is more likely to be 150,000,000 bushels for all grains. Nothing, as yet, can be determined regarding the average yield per acre throughout the West, but from several authentic reports it will come close to the high average of 1902.

This is a most fortunate state of affairs for both the farmer and the implement dealer. The former it will enable to pay his long-standing indebtedness, while the latter will have an opportunity of collecting what has long been his due. To the dealers we would say: "get your collections in as rapidly as possible."

There are many reasons for this advice, the principal of which is the liability of farmers to plunge more heavily than ever into land speculation. The real estate men who look after this business will work overtime in their efforts to induce farmers to purchase more land. They cannot be blamed for doing this. It is their business, and by such methods their living is made. In previous seasons when the crop has been a poor one or not up to the average, the farmer has looked upon the dealer as a sort of financial agent. Now the case is reversed, the dealer must look to the farmer for his just dues and he must put forth strenuous efforts to make him pay up.

If an arrangement could be reached by the dealers of each locality, whereby the farmers would be given to understand that they could not purchase new goods until old accounts were fully paid, the benefits to the trade would be inestimable. If the farmers found the dealers unanimous in this matter, they would act with alacrity and pay up what they are owing. Now is the dealer's opportunity. Let every man in the trade take full advantage of it. Try and get your competitors interested with you in the settlement of old accounts. He may have as many as you, and there are few of you without them. The time is now, the opportunity is now, therefore, get after the farmers together, and get that to which you are justly entitled.

The Fault is Not Ours.

Of late considerable discussion has appeared in the Canadian press regarding the report that an antagonistic spirit has developed among some of the people of Australia towards this country. The reasons assigned for this difference is the refusal of Canadian Customs officials to supply the Commonwealth Government with information relative to the value of exports from this country. This has special reference to farm machinery, particularly harvesters.

It appears that the Australasian customs authorities wrote the Dominion Department requesting them to quote valuations on certain lines exported from this country to the southland. This information the Department was unable to supply, not from any desire to be unfriendly or discourteous, but because of their inability to grant it. The Canadian Customs Department is not officially concerned with home values. What it is interested in is the appraisement of foreign goods, the basis of their valuation being the same as that in the Commonwealth and other lands having *ad valorem* duties.

To meet the requests of the Australasian officials would necessitate an act of Parliament, a special grant for the work, and an additional clerical staff. No party, with any regard for its term of power, would sanction the passing of such an act, which would be so conspicuously prejudicial to the interests of the manufacturers of this country. The matter is entirely outside the jurisdiction of the Government. Canada in order to procure her information along this line, from the United States and other countries, has to employ a permanent staff of substantially salaried agents. Australia should adopt the same means of getting her knowledge as this country; viz., at her own expense.

If there is any ill-feeling against our Dominion, among the people of the island continent, in this regard, the fault lies with them, not us.

Getting Down to It.

Did you ever undertake a particularly difficult or especially large piece of work, and after you had been engaged on it for a while in the usual easy-going way, although everything seemed to be going along all right, be oppressed with a feeling that it would not be done in time, and when you would have felt better satisfied if something had happened to the work to give it a jolt, so that you would be forced to go into it with your whole soul and energy in order to drive the work forward to completion?

It is true that about the best work that is done in this world is that which is accomplished in the face of the greatest obstacles and discouragements, and many a man is suffering for the need of that which shall put him on his mettle and show to the world the stuff of which he is made.

The getting right down and doing it does not mean the hurrying and scurrying and conclusion so often made to pass for achievement, but means the bending of every energy in the direction of intelligent planning—the use of headwork—and when the planning has been done, the will and vim to put the plan into execution.

If as much care were taken so to lay out every job of work that it may be done in the most profitable manner, as we are prone to give in making good some error, what a different showing it would make at the end of the year. And yet every job that is done—when we come right down to it—should be figured up, laid out and executed, with as much attention to economy as though it were the only job we ever expected to do.

When a man gives to his work that sort of earnest concentration and intelligent effort, and sees that as far as possible his subordinates do the same, if then the results are not satisfactory, it's a pretty good indication that he is in the wrong business.

When a man's temper gets the best of him it shows him at his worst.

Personal.

Mr. D. J. Taylor, of the Cockshutt Plow Co., is at present making a trip through Western Canada in the interests of his company.

Mr. H. McKenzie has opened up an implement warehouse at North Battleford, Sask. We extend to Mr. McKenzie every good wish for his success.

The Fairchild Co. report an exceedingly active trade in farm wagons. They having anticipated it are taking care of all orders entrusted to them.

Mr. F. Y. Newton, implement dealer at Roblin, Man., has sold his stock to Mr. J. D. McLean. We take pleasure in wishing Mr. McLean every success in his new venture.

Mr. J. R. Standen, who has been engaged in the implement business at Osage, Sask., has sold his entire stock to Munsell & Mitchell of that place. To the new firm we extend our wishes for success.

Messrs. Coburn and Kauffman, Managers of the Collection Division of the International Harvester Co., at Chicago, were in Western Canada a few weeks ago advising with the various collection agencies in this territory.

Mr. Alex. Legg, Assistant Domestic Sales Agent for the International Harvester Co., with headquarters in Chicago, was in the city for a few days a short time ago visiting the management of the local branch of the company.

We had the pleasure of a visit from Mr. George J. Lindgren, of the Mechanical Department of the Moline Plow Co., Moline, Ill., a short time ago. He will spend about a month in the West looking over conditions in the interests of his company.

Mr. R. L. Torrance, Manager of the J. B. Armstrong Co., Guelph, Ont., manufacturers of carriages, cutters, pleasure sleighs, etc., was in the city for a few days a short time ago visiting the Cockshutt Plow Co., who are their representatives in Western Canada.

We note from a recent exchange that Mr. Harry Cockshutt, Manager of the Cockshutt Plow Co., of Brantford, Ont., recently registered at the Canadian Commissioner's Office in London. He is on his way home from a tour around the world in the interests of the company.

The Brackman Kerr Milling Co., of Strathcona, Alta., have decided to erect a large grain tank at that point. It will be 100 feet in height and 40 feet in diameter, with a capacity of 85,000 barrels of oats. The cost of this structure will be in the neighborhood of $20,000.

Mr. Robert McRae, representing A. C. McRae, agent for the well-known goods of the Palmerston Carriage Co., is at present absent on a trip along the line of the Manitoba & North Western Ry. In communication with his headquarters here, Bob reports business exceedingly good.

Mr. E. A. Mott, Manager of the Western Branch of the Cockshutt Plow Co., accompanied by Mr. J. A. Sanderson, President and Manager of the Adams Wagon Co., has just returned from a trip to the coast. Both were delighted with their trip and highly pleased with general conditions throughout the country.

Ross & Ross, who represent the Page Wire Fence Co. in Western Canada, are erecting a large two storey warehouse on the corner of Bacon and Henry Streets, where it is their intention to transfer farm implements and threshing machinery, etc. This structure will be 100 x 165, and thoroughly modern and up-to-date in every respect.

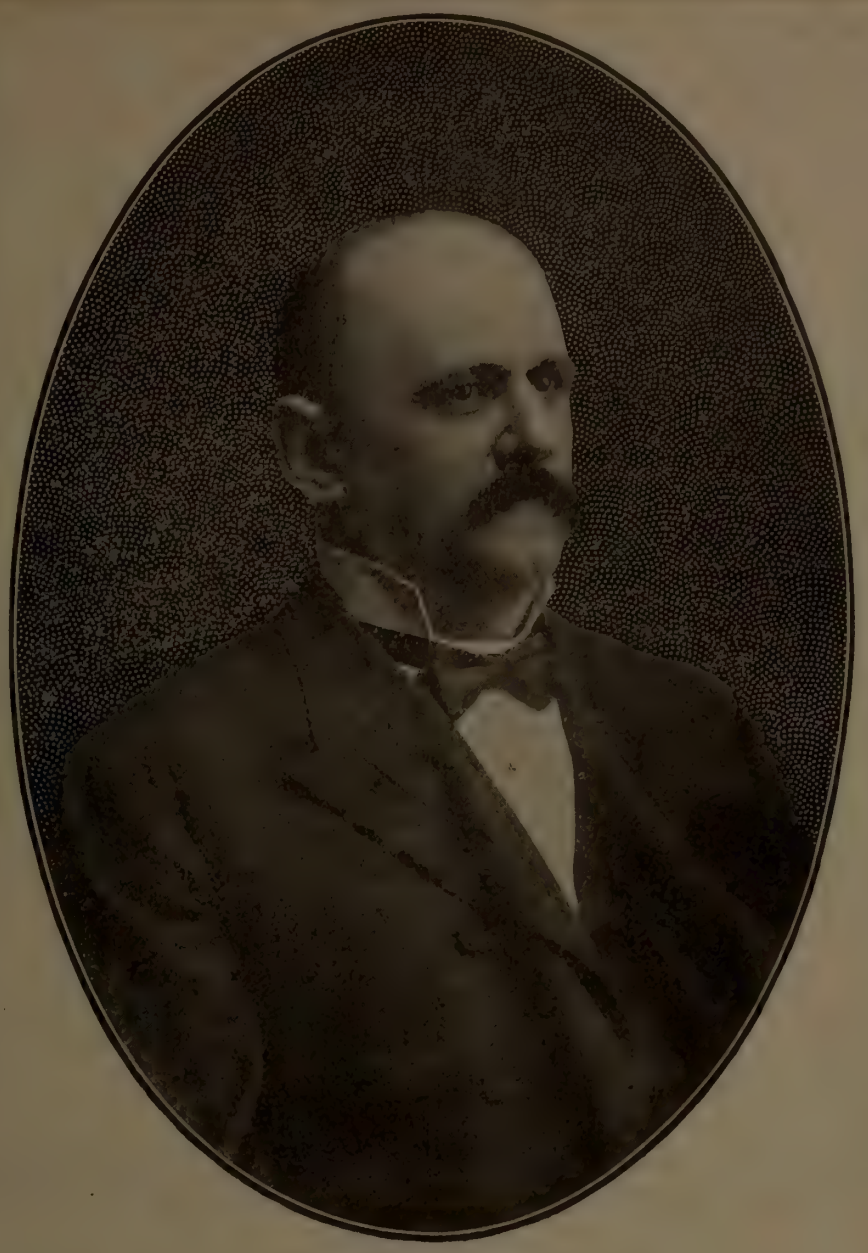
Mr. A. C. Ross, who has for some time been representing the Sharples Separator Co., in Manitoba, recently left on a visit to the office of the company in Toronto. While away he will take a holiday at his home in Paisley, Ont. Upon his return Mr. Ross will look after the interests of the Sharples Co., in Alberta and Saskatchewan.

After thirteen years as Sales Manager for the Rock Island Plow Co., of Rock Island, Ill., Mr. J. T. Francis has resigned. He has accepted a similar position with one of the large manufacturing companies of South Bend, Ind. His successor with the Rock Island people is Mr. Detrick Thronson, formerly with the Grand Detour Plow Co., of Dixon, Ill.

We are pleased to announce that Mr. Archie Watson, Manager of the John Watson Mfg. Co., here, is once more able to be around after a serious illness of two weeks. Mr. Watson caught a cold which developed into rheumatic tonsilitis, confining him to his home and bed for the above period. While he has not completely recovered he is able to be around and attend to business.

Mr. J. M. Reid, Manager of the Ontario Wind Engine & Pump Co., here, accompanied by his wife, recently left for a visit to Elgin, Ill., celebrated throughout the world as the centre of the dairying and watch-making industries of the United States, where he will attend the marriage of a sister. While away Mr. Reid will call on many of the manufacturers in the South.

The head office of the Great Northern Railway Co., has been removed from the West side of Main Street to the East. They have a much better location than formerly, being almost directly opposite the Union Bank building at 447 Main Street, and the offices are larger and more commodious than those previously occupied. Here Passenger Agent, R. J. Smith, will be



Hon. G. H. V. Bulyea.

The first Lieutenant-Governor of the new Province of Alberta, the subject of our illustration, is a New Brunswicker. He was born at Gagetown, in the year 1859. His early education was received in the public schools of his native town, and in 1878 he graduated from the University of New Brunswick. From that time until his removal to Western Canada in 1891, Mr. Bulyea followed various commercial pursuits. Three years after his coming to the North West Territories he was elected to the Assembly, and was returned again, by acclamation, in 1897. The following year he was appointed Territorial Commissioner in the Yukon. On his return from the gold fields he was again elected, taking the portfolio of Commissioner of Agriculture. In 1903 he became Commissioner of Public Works, which office he held until his appointment to his present exalted position. After many years intimacy with Mr. Bulyea, we are confident that the affairs of the new Province could not have been placed in more efficient hands. He is a gentleman of consummate tact and exceeding executive ability, fully capable and thoroughly qualified to ably look after the onerous duties of his new charge. Congratulations being in order we beg to extend ours.

on hand to extend every courtesy to the travelling public.

Mr. J. E. Swartz, who had charge of the Sharples Cream Separator business in Minnesota and Wisconsin for the Deere & Webber Co., of Minneapolis, Minn., has been transferred by the Sharples Co. to look after their interests in Manitoba. Mr. A. C. Ross, who has heretofore been their agent in this Province will assist Mr. Swartz to get established, but will eventually take charge of the company's business in Alberta and Saskatchewan.

During the past month, Mr. Franklin Grobb, superintendent of the Brantford factory of the Massey-Harris Co., accompanied by his wife and daughter, paid a visit to Winnipeg and other Western points. While in town he was the guest of Mr. C. H. Whitaker, manager for the company here. He visited a few chief points in Manitoba while harvesting was in progress, later stopping off at Regina and Calgary on his way to the Coast.

Mr. J. B. Anderson, general traveller for Western Canada of the Raymond Mfg. Co., of Guelph, Ont., and Winnipeg, paid us a visit a short time ago. He had just returned to the city from an extended trip of two and a half months' duration throughout the entire West. Speaking of the effect the crop conditions had on his business, Mr. Anderson said that the buoyant outlook through his entire trip had resulted in his placing a largely increased number of orders.

The Imperial Steel & Wire Co., Collingwood, Ont., will erect additions to their factory to cost about $100,000. The building will consist of a fence mill, 200 x 60 feet, two stories; galvanized building, 250 x 40 feet, and warehouse, 200 x 100 feet. The additional machines to be installed will consist of a 250 h.p. water tube boiler and a compound condensing engine of 150 h.p. to drive a 100 k.w. generator.

Mr. H. W. Hutchison, President and Manager of the Fairchild Co., has just returned to the city from a five weeks' trip through the South and East. He reports having had a splendid time. While away he visited all the American and Canadian firms which his company represent in Western Canada, renewing contracts for 1906, etc. During his absence he arranged for the handling of a couple of new lines in this territory, announcement of which will be made later.

Mr. W. A. Russell, who represents the Louden Hardware Specialty Co., of Fairfield, Iowa, in Western Canada, gave us a call a few days ago. He has just returned from an extended trip over the main line of the C.P.R. He reports an exceedingly active business in all lines, and states that he has doubled his trade of last season. The specialties handled by Mr. Russell include: hay carriers, feed and litter carriers, barn door hangers, and many other articles of value to the farmer.

On September 6th, Mr. Frank K. Bull, President of the J. I. Case Threshing Machine Co., while seated in his automobile, in his garage, was blown, with his machine and a turntable, weighing several tons, to the ceiling. The accident was caused by an explosion of gas, beneath the turntable, ignited by a spark from the motor. Mr. Bull's head was projected through a chandelier, and grave fears are entertained for his recovery. The auto and turntable were entirely wrecked.

We are pleased to record a visit from Mr. J. O. Thorn, General Manager of the Metallic Roofing Co., Toronto. Mr. Thorn is at present in the West visiting his branch here and preparing for the establishment of a factory at this point. The company's business in Western Canada has increased very rapidly during the past year, and it is with a view to more economically looking after this business the firm have decided to start a branch factory here. Before returning to the East Mr. Thorn will take a trip over the three great prairie provinces of the West.

We congratulate the new Province of Alberta in securing as Deputy Minister of Agriculture, Mr. George Harcourt, B.S.A., who, for the past two years, has had charge of the Fair and Farmers' Institute work in the late North-West Territories. Mr. Harcourt, having had a technical education along agricultural lines, as well as several years newspaper experience in connection with the editorial staff of the Nor'-West Farmer, is eminently suited for his new duties.

A man usually makes a lot of new tracks in attempting to cover his old ones.

The New Fairchild Wagon

Not in the Common Class.

SUPERIOR:

In Finish
In Quality
In Durability

NOW is the time to put in your stock for the harvest trade.

Write for Catalogue and Prices.

Sold Exclusively by

The Fairchild Co. LIMITED.

156 Princess St. Winnipeg, Manitoba.

Trade Circulars Received.

We have just received from the Sawyer & Massey Co., of Hamilton, Ont., and Winnipeg, a number of their different catalogues dealing with the various lines they manufacture. These are well and nicely gotten up and a decided credit to the company. They contain full information regarding the goods manufactured and are replete with numerous illustrations of the following articles: grain separators, tank tenders, engines, road graders, rock crushers, horse powers, scrapers, screens, road plows, gravel spreading wagons, dump carts, jacks, headlights, trucks, pumps, hose, tile molds, and many other things. The company will be glad to mail a copy of these catalogues to any applicant. When writing we would thank you to mention Canadian Farm Implements.

The Stewart Nelson Co., of this city, who are Western representatives for the Paris Plow Co., of Paris, Ont., recently handed us a very neat little catalogue descriptive of the latest addition to this company's line, the Paris New Scotch Clipper High Lift Gang. It contains a number of excellent halftones of this implement, taken from different positions, and is full of information concerning the special features of this plow. The Stewart Nelson Co., will be pleased to mail one of these booklets to any applicant. When writing kindly mention Canadian Farm Implements.

We congratulate the Cooper Gasoline Engine Co., of 313 Donald Street, on getting out such a handy little catalogue in connection with their 1½ h.p. air-cooled gasoline engine. This is well printed and being of pocket size is extremely useful. It is amply illustrated and every dealer should have it on file. The company have also issued a card bearing extracts from the rules governing navigation; dealing particularly with lights, whistles, and engineer's signals. They will mail a copy of these upon receipt of request. When writing kindly mention Canadian Farm Implements.

We beg to thank the Tudhope Carriage Co., of Orillia, Ont., for sending us a copy of their beautiful sleigh catalogue, No. 44. Enclosed within a handsomely embossed cover are to be found thirty-two pages of matter descriptive and illustrative of the firm's well known line. They will be pleased to mail this catalogue to whoever writes for it. We would thank you to mention Canadian Farm Implements.

Handle a Gasoline Engine.

The question of help, whether human or mechanical, is one of the most important factors in modern agriculture. Without sufficient assistance it is impossible for the farmer to carry on his work in the most thorough manner. This is particularly true of Western Canada, where the average farm is so much larger than elsewhere in the agricultural world. In view of this any invention tending to a successful solution of the labor problem is of vital interest to the progressive agricultural community, and when such a device takes the form of a farm implement the dealer is immediately interested.

Among appliances for labor saving on the farm none has come more rapidly to the fore than the gasoline engine. Having passed the experimental stage, and the danger of explosion and unsatisfactory work being eliminated, this engine is recognized as an agricultural necessity. There is no section anywhere, throughout the agricultural area of this country, but it is possible for the dealer to place a number of gasoline engines, as soon as their merits are pointed out and demonstrated.

A large portion of the work of the farm is in attending to the chores; such as pumping water for the stock, sawing wood, grinding feed, cutting fodder, operating the churn and cream separator, and many other things for which the gasoline engine is eminently suited. Many of these operations require the work of two persons when hand or tread power is used, whereas if an engine was employed the work could be completed by one person in a fraction of the time and in a more thorough manner.

There is no one who has a better chance of placing the benefits of the gasoline engine before the farmer than the implement dealer. He sells practically all the other machinery purchased by the farmer, and is continually coming in contact with him. The dealers, however, in very many cases have been negligent of the advantages to be derived from the use of this machine and have not given it the attention they ought. In some cases the farmer has purchased a gasoline engine direct from the manufacturer, but even this fact has frequently failed to awaken the dealer from his lethargic condition, and he has continued to neglect the sale of this labor and time saving appliance.

The implement dealer should invest in a gasoline engine and set it up in his warerooms. Here he can demonstrate to every visiting customer the benefits of such a machine. In this way the farmer's attention is attracted and a number of sales will undoubtedly result. There is no machine offered to the farmer capable of performing such a multiplicity of tasks. There is none ever more ready for service. If the gasoline engine is kept in good repair, it is always ready to commence work, and it costs nothing to keep while not in use. For the dealer there is good profit in every sale, and as these engines are growing more and more in public favor it behooves every implement dealer in Western Canada to become the handler of a high class gasoline engine.

Flax Twine Company Formed.

A company to be known as the International Flax Twine Company, was recently incorporated at St. Paul, Minn., with a capitalization of $250,000, divided into 2,500 shares of $100 each. This organization is formed by members of the International Harvester Co., its directorate being the principal shareholders and Directors of the harvester concern.

The general nature of the company's business, according to the papers filed, shall be "the manufacturing, buying, selling, and dealing in flax twine and other kinds of twine and machinery of all kinds, and transacting such other business and owning such property as the general purpose of the corporation shall render expedient."

It is the intention of the company to remodel the old Minnie Harvester Co. plant, which is located between St. Paul and Stillwater, for the manufacture of flax twine. This factory has not been in use since the merger of the harvester companies. The territory tributary to St. Paul and Minneapolis is the largest flax-producing section of the country as well as one of the largest twine-consuming sections—facts which make the use of this plant for flax twine manufacture the company's logical course.

"It is worth five thousand dollars a year to have the habit of looking on the bright side of things."

—Samuel Johnson.

One Agent Sold
3 5H.P. Engines

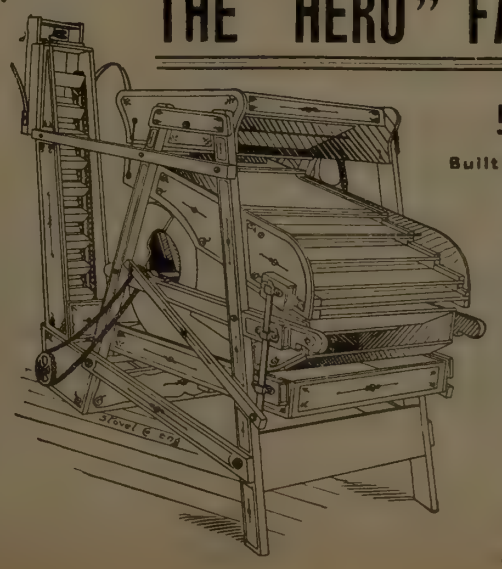
IN TWO WEEKS
—in a small town at that—

If you have the right engine it is easy enough to do it.

WHY NOT GET A "WEBER" AGENCY?

Cooper Gasoline Engine Co.
313 DONALD STREET, TELEPHONE 4241
WINNIPEG, - - MANITOBA

THE "HERO" FANNING MILL



LATEST IMPROVED

Built In Winnipeg to Suit Manitoba and Territorial Grain

This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separate perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

MANUFACTURED BY
DOW WADGE IMPLEMENT CO.
WINNIPEG, MAN.

The Twine Market.

Regarding the binder twine business a Canadian correspondent to the Cordage Trade Journal says:—

"A canvass of the binder twine business which, so far as the manufacturers are concerned, is finished for this season, would show that about the usual amount of business was done by the leading Canadian mills this year. The principal mills in this country made a fair quota of twine, but there has not been that running at high pressure which used to be a feature of the business. Three or four of the smaller mills have not turned a wheel, and it is doubtful if they will until something is done to inspire further confidence in the business. What this inspiration should be is a mooted question. A good many people think that if these smaller co-operative mills had not stopped short in subscribing the necessary working capital and had then put the management of their business in the hands of experienced men instead of entrusting it to some of the local people with a pull that they would now be in a better position than they are. Others think that a duty on twine is the panacea for the evils which now threaten the business, but it is doubtful, if, even with a duty, those mills, whose management is altogether in the hands of men inexperienced in manufacturing and managing such a business, would be a success."

Will Twine Prices be Reduced?

Regarding the probable lowering of binder twine quotations for 1906, Farm Implement News says:

"The gradual reduction from year to year in the price of sisal twine will probably continue next season according to the views of observing trade factors, although it is doubtful if the so-called scale price will be any lower than some of the manufacturers have quoted this season. For the season of 1902 the opening price of the leading concerns was 11 cents. The following season the first announcement was 10½ cents and last year the season opened with a scale of which 10¼ cents was the basis. This season the opening price was still further reduced, being 9½ cents; and at that price the bulk of the season's requirements will be sold to dealers. A lower average of sisal values is indicated by the continued heavy production, the probability of its culture being extended geographically and the growing competition of flax fibre."

Twine Plant.

It is reported that the Plymouth Cordage Co., of North Plymouth, Mass., have purchased a site near Welland, Ont., for the purpose of erecting a large plant for the manufacture of binder twine, and that they have already contracted for electrical energy for the running of their factory with one of the large Niagara power companies.

From Clouds to Earth.

One by one the co-operative store schemes come fluttering to earth. They are born in hope and bright prospects but die in wrangling and disappointment to the stockholders. The dividends of to-day are followed by the deficits of to-morrow.

There will be much interest in the story that one of the leading co-operative concerns which was said to be paying big dividends, and which has been used as a beautiful example to attract farmers into the co-operative store business in various parts of the West, is really in a sad way.

There are too many "ifs" about the co-operative store to make it a reasonable investment for the farmer. Many farmers have already found that shining nugget in the hills and dales of their own experiences. Others will find it later.

Before he has been a shareholder in a co-operative store the farmer thinks it is all profit. It may seem so from the outside of the counter and especially when some voluble co-operative store organizer is ding-donging a beautiful song in his ears.

Even when co-operative stores fail, the farmer is told that it would have been all right if they had secured the right man to manage it.

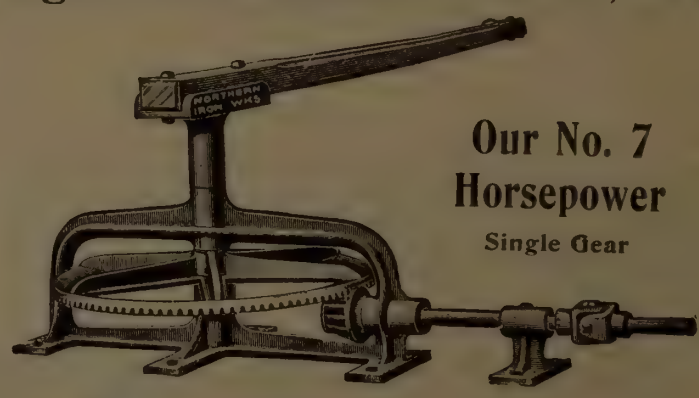
Yes—if!

That is what many stores need. The right man is the man who owns the business. A co-operative store has no owner, simply a manager, and he usually makes a horrible mess of it. If this paper mistakes not, the year 1905 will bring out some remarkably good illustrations of this truth. From reports it seems as if some were on the way.—The Hardware Trade.

NORTHERN IRON WORKS

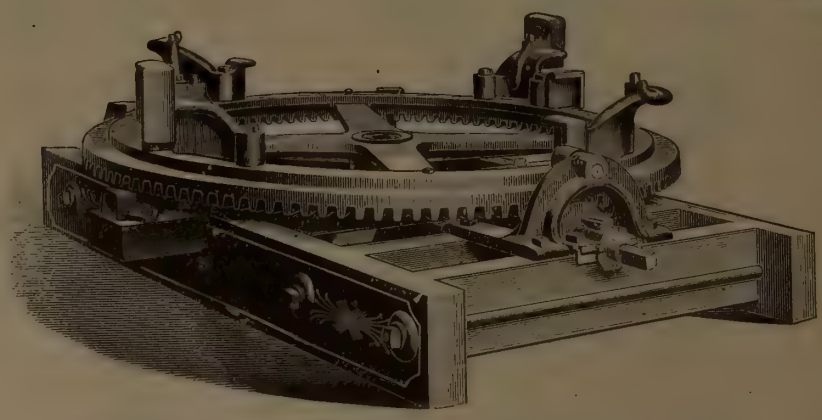
Point Douglas and Gladstone Ave., WINNIPEG

Northwest Manufacturers for Northwest People



Our No. 7 Horsepower
Single Gear

Northwest Manufacturers for Northwest People



Our Territories Horsepower
In Single and Double Gears

Why Buy East?

We will make up any design Horsepower on a quantity order at less money than they can be laid down here and we have various designs of our own on which we quote tempting discounts. Possibly there is some other article you would like manufactured in quantities. Let us know your wants; there is no reason why we cannot keep our trade in our own country.

Out for the Business.

We desire to bring to the attention of the trade the advertisements of the Northern Iron Works Co., of this City, which appear in this issue. This concern are offering to the dealers an up-to-date line of portable grain elevators, sweep powers, etc., and are prepared to manufacture articles, of special design, of use to the farmer. It is the intention of this company to make a strong bid for this trade in Western Canada, on the ground that they are a Western firm operating in this country.

To Move a Balky Horse.

The following is a newspaper clipping. Its efficiency is not vouched for by its publication here; but try it upon occasion and report results:

A crowd blocked the street and the horse doctor joined it to see what was up.

"Ah, a balky horse," he murmured. Then he worked his way through the crowd, saying in an authoritative voice: "Let me pass, friends, I am a veterinary surgeon."

Thus he soon reached the balky horse. He said to the master of the animal: "Put up your whip. It will do no good. I am a veterinary. I'll cure your horse of the balks. Watch me."

He took hold of the horse's front leg at the fetlock, bent it at the knee joint and held it in that position for three minutes. Then he put the leg down again and chirruped to the animal. It started off as though it had never balked in its life.

"An odd remedy for the balks, but an infallible one," said the doctor. "It has never failed me. Any balky horse, if you hold one of its forelegs up for three minutes, will be over its balkiness by the time the leg is lowered to the ground again."

THE ALBERTA INAUGURAL AT EDMONTON

Earl Grey, Canada's Governor-General, Replying to Address. Sir Wilfrid Lauri er and Hon. Wm. Paterson on the Left.

No Editors in Jail.

There is a little paper published in the penitentiary of Minnesota, "The Penitentiary Prison Mirror," which propounds the following questions: "Why is it that from the first inception of our paper to the present time we have not had an editor to sojourn in our midst? Other professions have been well represented. Of preachers we have had enough to furnish substance to an African chief for a year; of doctors enough to depopulate a state; and lawyers enough to establish a good sized colony in hades. But editors not one.—Ex.

Something in Color.

"Funny thing happened in my town last week," said the man from up the creek.

"What was that?" asked the man from down the way.

"Black, a white man, and White, a black man, thought a fellow named Brown was pretty green, and tried to sell him a gold brick. But Brown was well read, and he bluffed them doth—in fact, he got all the money they had."

"And now?"

"And now Black and White are blue."—Chicago Tribune.

Don't Acknowledge Weakness.

"If you wish to amount to anything, never permit the idea to come into your mind that you are unlucky, or that you are less fortunate than other human beings. Deny it with all the power you can muster. Discipline yourself never to acknowledge weakness, or to think of mental, physical or moral defects."

"The greatest wisdom of speech is to know when, and what, and where to speak; the time, matter and manner. The next to it is silence."—Robert Southey.

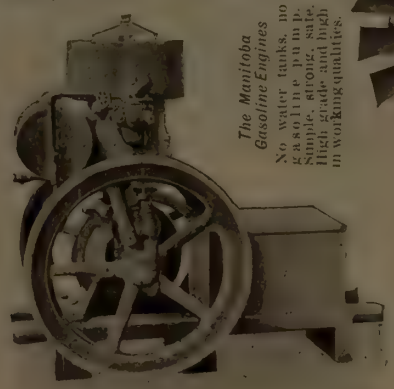
DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

EVERY DEALER DOES NOT SELL THE MANITOBA LINE of Windmills, Pumps, Engines, Grinders, etc.

They appeal to people of good judgment. They are sold by dealers who cater to the best trade, and who are in a position, financially, to control it. We deal through the trade only. Once we contract, you will find us cast iron in protecting your trade.



The Manitoba Gasoline Engines
No water tanks, no gasoline pump, simple, strong, safe. High grade and high in working qualities.

The "MANITOBA" is the most scientifically designed Mill the world has yet produced.

We manufacture the Daisy Hayes Double Cylinder Force Pump in black and galvanised. Our plant is located in the west. Prompt delivery. Cheap and quick repairs.

The Manitoba Windmill and Pump Co., Limited
MANUFACTURERS
Box 301 BRANDON, Man.

Curtail Your Worry.

Time and time again in the march through life we hear some people advise others "not to worry." Such advice as this is useless, and to a person desirous of attaining to something above the average, who has the ambition to work to that position, is utter nonsense. It would be just as advisable to request a person of such a temperament to "stop thinking."

But what one can advise is not to worry more than is necessary. Many make the mistake of worrying after the crisis is past. That is the health destroyer. The best way is to worry as little as possible as soon as you have faced the crisis. Proceed with your work as though you had never been through a crisis. Continually worrying over what is past will unnerve you and you will not feel so confident the next time a matter of importance requires instant and decisive decision. Remember that over-worry, not over-work, kills. Work only serves to strengthen the brain and nervous system, while worry weakens and destroys.

A person must rest in accordance with the work done. If a day is put in when the work is done at a high rate of speed or for a period of more than average duration there should follow exceptional periods of repose. The man, to make the greatest success, must render himself master of his own thoughts, and will dismiss from them, as much as possible, all worries, when he has once come to a definite decision on a subject.

Some Pointers.

The following from an exchange might be useful for dealers who come in contact with farmers that quote the prices listed in the catalogue of the mail-order house:—

"When the catalogue comes from your mail order house, draw an easy chair to the table where the light will shine full upon the page and put on your glasses that no bargains may escape your eye. What a wonderful book it is to be sure—wonderful for what it does not contain, as well as what it does. We miss some things we would be glad to see. Where is their offer to pay cash or exchange goods for your wheat, oats, corn, beans, butter, eggs and hay? How much do they pay for cattle, sheep and hogs, f.o.b. at your depot? How much tax will they pay to support your schools and educate your children, for improving roads and bridges, the support of the poor of the country, for the expense of running the business of the township, county and State? On what page is their offer to contribute money to the church? What line of credit will they extend to you when your crops are poor and money gone, when through illness or misfortune you are not able to send 'cash with order' for your groceries, clothing, farm tools and crockery? Where is their offer to contribute to your entertainment next year? What did they do last year? In short, will they do anything to provide a market for what you have to sell and thereby keep up the value of your estate? Will they do anything for social, church, school or Government support, or do they take your dollars out of the community with no returns except the goods you buy?"

The Best Location.

The best location in a town is usually on the best corner.

The best merchant in the town is not always in the best location.

Right methods will do much to overcome the handicap of the poor location. If you have the best values and can make it known, the community will make the beaten path to your door no matter if you may be on the side street, several blocks removed from the main corner.

If you are able to attract the community in that manner the same public will walk by the best location and let moss grow on the doorstep of that store.

Therefore, do not fret if you are on the side street. Send word to the public you are serving what bargains you can give them. Keep sending that word. That is what you are there for. That is being done by merchants on the side street in many towns, and the people they are talking to are making beaten paths to their doors.

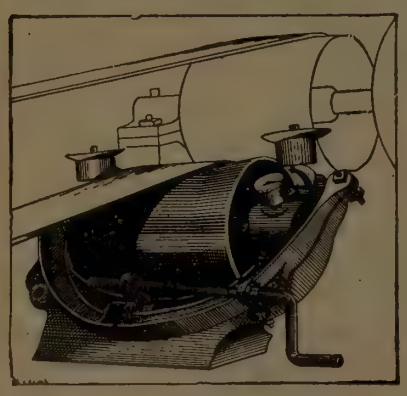
At the same time some merchants in what are called the best locations are wondering why the public does so. Experience is after all their best teacher. They will wake up some day, but maybe it will be too late and the public's idea of the "best location" will have changed.—"Hardware Trade."

An Editorial Mix-up.

The presiding genius of the Waterloo (Ill.) Times started a pretty mess when he said that the "greatest surprise to a girl who gets kissed the first time is that there is no taste to it."

The first "calling" he got was from the Preshtigo (Wis.) Times, who let go after this wise: "No taste to it! Well, by the hen feathers on Cupid's dart, but the Times man must be color blind in palate! They tell us, those who have tried it, that it tastes like the doubled distilled essence of honey spread thick on a piece of pumpkin pie. Away back in the dim and joyful years long ago before we lost all our teeth, and our cinch on the beauty prize, the prettiest girl in all the world told us with her own eyes that it felt like a covey of quails flying out your ears and ended up with a sensation like a flock of angels pouring molasses down one's back. No taste to the first kiss! Great Scott! It would make a wooden Indian's hair dance and his toenails quiver with ecstasy! The Times man must be an ice-house."

TIME SAVERS



A Threshing Outfit

is not complete without our belt guide. It is the only perfect guide made. It holds the belt straight against side winds, or the engine 10 feet out of line. Saves friction, strain and edgewear. It gives more wrap to cylinder pulley and steady motion to separator.

The "Closz" Adjustable Sieve

There is but ONE PERFECT ADJUSTABLE SIEVE AND CHAFFER. It is manufactured for the Canadian Trade by us. Orders to date double 1904 sales It is the strongest—has the best adjustment. Nothing but high grade material used in our factory. It will last the life of any separator, Both SIEVE and CHAFFERS can be adjusted while machine is in motion. Send in your order to us at once for the best Adjustable Sieve on earth. Special discount to dealers.

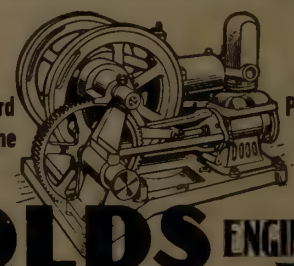
MANUFACTURED BY

THE NORRIS IMPLEMENT CO.

LIMITED

774 DUFFERIN AVE. WINNIPEG, CANADA

The Wizard Engine



With Pump

OLDS ENGINES

ARE USED BY THE

U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be **OLDS ENGINES** or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd.
Winnipeg Agents
Winnipeg, Manitoba.

If you require a

Fire or Burglar Proof

SAFE

OR

VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. Johnston & Co., Ltd.

776 Main St., WINNIPEG, Man.

The Exclusive Clause Repealed.

Through the efforts of the National Federation of Retail Implement and Vehicle Dealers' Association of the United States, the so-called "exclusive clause" has been dropped from the contract forms of the International Harvester Company of America for 1906. This was proviso No. 22 in the 1905 forms and was the most objectionable and obnoxious clause in the Company's contract, reading as follows:

"Said agent especially agrees not to accept the agency for, or be interested in the sale of, any grain binder, header, corn binder, husker and shredder, reaper, mower, stacker, sweep rake, hay rake or hay tedder other than those manufactured by the International Harvester Company of America, either directly or indirectly, nor to permit anyone acting for him as employee, agent or partner, so to do while acting as agent for the said company under this contract, and said agent agrees to pay said company on demand, as liquidated damages, twenty-five dollars for each grain binder, header or corn binder, fifty dollars for each husker and shredder, ten dollars for each mower, reaper or stacker, five dollars for each sweep rake, hay rake or hay tedder sold in violation of this paragraph of this contract."

The Company have also omitted that stipulation, in the 1905 contract, that made it compulsory for the dealer to handle no repairs or parts except those manufactured by the International Harvester Co. Several other clauses of minor importance were also annulled.

A change was also made in the clause relating to settlement of machines. Under the old contract it was provided that notes taken by the agent on any other terms than those prescribed by the company should, at the company's option, be applied on payment of the agent's commission. In the new contract it is provided that notes which are found at the time of settlement not to be in accordance with the terms of the contract, are to be replaced by the agent at that time with cash or other notes acceptable to the company.

"Concentration does not mean straining every nerve and muscle towards work. It means dropping everything that interferes."

Some Facts About Canada.

The following facts about Canada, taken from "Commercial Canada," a recent publication, may be worth remembering:

Canada is 18 times as large as France; 20 times as large as Spain.

Forty-five per cent. of Canadians are engaged in husbandry.

At the present rate of increase the population (now nearly 6,000,000) will be 17,000,000 by the end of the century.

Ninety-five per cent. of the population are British subjects (85 Canadian born, 8 British born).

Canada's wheat growing area in the West is 171,000,000 acres; only 5,000,000 at present under cultivation.

The possible wheat production (one-fourth under crop annually) is 800,000,000 bushels. (The amount would feed 133,000,000 people).

Lord Strathcona asserts that within twenty-four years Canada can produce all the grain required by Great Britain.

At Confederation (1867), 60 per cent. of Canada's export trade was to America, 30 per cent. to Great Britain. In 1903, 53 per cent. to Great Britain, 21 per cent. to America.

In 1903 Great Britain bought from Canada goods to the value of three dollars per head of her population, America one dollar per head.

Canada spent $2,830,965 in sending 8,372 men to the Boer war. Of these 224 died and 252 were wounded.

Had His Opinion.

A Missouri paper says that a new judge arose to charge the jury and spoke as follows: "Gentlemen of the jury, charging the jury is a new business to me as this is my first case. You have heard all the evidence as well as myself. You have heard what the learned counsels have said. If you believe what the counsel for the plaintiff has told you, your verdict should be for the plaintiff; but if, on the other hand, you believe what the defendant's counsel has told you, then you will find a verdict for the defendant; but if you are like me and don't believe what either of them said, then I'll be d——d if I know what you'll do. Constable, take charge of the jury."

MADE TO FIT ANY SEPARATOR

Perfection Weigher
DAKOTA STYLE

They Handle all the Grain any Separator can thrash; work perfectly and weigh accurately under all conditions

Sold by all the LEADING THRESHING MACHINE COMPANIES

Manufactured by HART GRAIN WEIGHER COMPANY

PEORIA, ILLINOIS, U. S. A.

Vast Wealth Drummers Earn.

The following is a response to a toast: "The Drummer," given by a travelling man at a recent banquet of the fraternity:

"The drummers of America represent the highest order of labor as a class on the face of the earth to-day.

They draw the largest salaries of any class of hired men in America, except the President of the United States.

Senators and Congressmen draw each $5,000 a year, and there are thousands of drummers who draw much larger salaries than they.

Some few railroad presidents draw $50,000 annually, but they are stockholders, and not strictly speaking, hired men.

Some few bank presidents draw $50,000, but they, too, are stockholders and not hired men.

All the drummers combined draw more money in salaries than all the combined forces of any other class of men under the sun.

There are 500,000 drummers in America to-day, and to put their average daily salaries at $4 per day, which is a very low average, they are paid $2,000,000 every day, or $500,000,000 every year.

All the Presidents of the United States at $50,000 annual salaries would only draw $5,000,000 in 100 years of time—just the little pocket change that the drummers of America draw in two days and a half.

All the Congressmen and Senators combined at $5,000 annually only draw $2,500,000 a year, or $250,000,000 in every 100 years—just half what the drummers draw in only one year.

If 50,000 bank presidents drew each $5,000 annually, their combined salaries would only amount to $250,000,000—only half what the drummers draw in the same length of time.

We draw $500,000,000 salaries every year and spend $500,000,000 more in our expense account; circulate one round billion dollars every year. We pay to hotels, $250,000,000 annually. We pay to railroads $200,000,000 annually, and spend $50,000,000 for incidentals rarely ever itemized.

We talk about a billion dollar Congress—that means two sessions—appropriations for two years. We spend a billion dollars every year and never feel it.

Five hundred million dollars is supposed to run the United States Government, with all her expenses, ample every year, while we spend that much every six months.

The gross earnings of all the railroads in America are put at $2,000,000,000 annually. Their net earnings, at 4 per cent., amount to $80,000,000 every year, which represents our gross earnings for our respective firms. At 2 per cent. net profit we would make our net earnings $180,000,000 — $100,000,000 more at 2 per cent. than all the railroads make at 4 per cent.

I can take the salaries of all the drummers of the United States for one year, combine it in one mighty trust, and make Morgan look like thirty cents. I could take it and buy all the railroad stocks that the Vanderbilts, Goulds and Hills could carry to save their combined interest, and I could buy Rockefeller and every coal oil can in the world. I believe I could take it and intimidate Mrs. Chadwick with a dozen millionaires on her notes.

The assessed wealth of America is estimated at $80,000,000,000, and if we sell $9,000,000,000 annually, then we sell all the combined wealth of America out, lock, stock and barrel every nine years, and so to any one wishing to invest with us in this mighty nine years of possibilities of the drummer at this ratio, we can guarantee 11 per cent. on the investment.

There are 200,000 miles of single railroad track in the United States, and if it costs $25,000 a mile to build it and $25,000 a mile to equip it, the value of all the railroads in America equipped would be $10,000,000,000. I can take the salaries and expense accounts of the travelling men of America for one year and buy one-tenth interest in all the railroads and in ten years could own them all at what they are actually worth.

And we draw more salaries in America as drummers annually than the standing armies of the round, round world cost in the same length of time.

We are the highest livers in the world and the biggest money spenders on the globe, because we live on the best going and always buy the best we can find.

We are the world-builders and ball-rollers, and we are always busy." — Louisville Courier-Journal.

Time and Setting Hens.

An enterprising salesman from one of the large cities went to a certain rural community and endeavored to sell an incubator to a farmer. His arguments did not make any impression upon the agriculturist. Finally, as a clincher in favor of his up-to-date improvement, he exclaimed:

"Look at the time it will save!"

The farmer squirted a mouthful of tobacco juice on the ground before replying, and then said, with provoking calmness:

"Oh, what's time to a settin' hen?"

That settled the question. No incubator was sold.

Cotton Crop Shortage.

The United States Department of Agriculture recently issued the following revised estimate of the percentage of decrease in the acreage of the cotton crop of the Union for 1905:—Arkansas, 19 per cent; Virginia, 18 per cent; Louisiana, 17 per cent; Texas, 16 per cent; Mississippi, 16 per cent; North Carolina, 16 per cent; Oklahoma, 16 per cent; Missouri, 15 per cent; South Carolina, 16 per cent; Georgia, 14 per cent; Tennessee, 13 per cent; Florida, 12 per cent; Indian Territory, 11 per cent; and Alabama, 11 per cent. This is an average decrease in the entire crop acreage of 14.9 per cent.

His Apology.

A large bicycle manufacturing firm in Montreal is said to have received the following letter from a French Canadian customer:

"mister T. J. Jones and compance, Notre Dame street, Montrael, P.Q. Dear Sir: I receev de bicykel witch i buy from youalrite, but for why you don't send me no saddel. wat is de use of de bicykel when She don't have no saddel. i am loose to my kustomer sure ting by no having de saddel and dats not very pleasure for Me. Wat is de matter wit you mister jones and companee, is not my moneys so good like annoder mans. you loose to me my trade and i am veree anger for dat, and now i tells to you dat you are a fools an no good mister T. J. Jones an companee. i send to you back at wunce your bicykel tomorro for shure bekawse you are such a foolishness peoples. yours respectfullee

"J. E. ST. DENIS.

"P.S.—Since I rite dis letter i find de saddel in de box. excuse to me."

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Making Additions.

An addition is being built to the general offices of the Rock Island Plow company which will double the floor space of the present building. This is the second call for additional accommodations within the past three years. Two new fire proof vaults will be added. The entire first floor will be fitted up as a sample or display room for the company's line of implements. The second floor will be remodeled, providing much needed room for many of the departments. When half the new building is ready for occupancy, part of the office force will be quartered therein while the division wall in the rear is being torn down. A large addition was made to the pattern room and foundry last fall.

Commercial Automobiles.

In the past automobile manufacturers have paid very little attention to the manufacture of commercial automobiles, devoting their whole time to the making of touring and pleasure cars. This has led many people to consider that the automobile was made only for luxury and pleasure. Such an idea, of course, is entirely erroneous. Hitherto there has not been enough manufacturers making machines to supply the demand for the touring car and pleasure vehicle, with the result that very little thought has been given to automobiles for commercial purposes.

There has been practically no development among Canadian manufacturers of this sort of vehicle, but many concerns both in this country and in the United States are turning their attention to the making of this class of machines, and we are of the opinion, that the day is not far distant when the automobile will figure as prominently in the commercial world as it figures in the world of pleasure and luxury to-day.

For town and city use there will undoubtedly be a strong demand for the automobile, especially for truck purposes. Many hotels at present have adopted the use of the automobile for 'bus purposes. These vehicles are designed and built to meet all the requirements of a hotel and station omnibus, and are giving perfect satisfaction in that particular line of service.

Rapid Growth.

About 600 foreign-made automobiles were imported into the United States during 1904, at a valuation of $3,600,000. While the number of cars imported was greater than in the previous year, the percentage of increase did not keep pace with the increase in the total number used. On the other hand, we exported last year about $2,000,000 worth of our cars, largely of the runabout type, which seems to be finding favor in Europe. It is not likely that this sum will be greatly increased until after the manufacturers have caught up with the home demand—a not very immediate contingency—and have a surplus on hand which must seek a market. About 25,000 automobiles were made in this country, valued at nearly $30,000,000. At the close of 1904 there were about 50,000 automobiles in use throughout the country—as many as in France and Great Britain combined. As it is estimated that about 35,000 will be made and sold during 1905, the close of the year should show one automobile in use to every 1,000 inhabitants. New York now leads, with 15,500 licensed automobiles; New Jersey has 7,200, and Massachusetts 6,600. The East leads in their use; the West leads in their production. The State of Michigan is the largest producer, the other states following in the order named: Ohio, Wisconsin, Massachusetts, New York, Indiana, Pennsylvania, Connecticut, Illinois and Missouri. —American Vehicle.

He Told the Truth.

Lawyer—You have taken your oath and I want you to answer each of my questions honestly.

Witness—Yes, sir.

Lawyer—What is you occupation?

Witness—I am a driver.

Lawyer—Do you drive a wagon?

Witness—No, sir; I do not.

Lawyer—Now, be careful and remember that you are on your oath. You admit that you are a driver; now, honestly, don't you drive a wagon?

Witness—No, sir; I drive a horse.—Albany Journal.

The Elder's Revenge.

He was an elder in a church in a little country town. He was also a tradesman, and he fell upon evil days. His creditors pressed him and he was forced to file his petition in bankruptcy. His failure was the talk of the town. He felt his position acutely, and kept as much as possible within doors.

Then the brethren decided to hold a meeting, and the unworthy elder was summoned to attend. The pastor spoke first. He urged his people to be considerate and tender.

He was followed by a man who made an eloquent speech on honesty in trade, and concluded by moving that the elder be suspended from office for a period, to give him time to purge himself of his heinousness. A seconder and suppporter spoke to the same effect.

The brethren looked serene; their countenances were set with the sternness of a righteous wrath. A deep silence pervaded the room.

Slowly and humbly the elder rose. "I want," he murmured meekly, "to say a few things based on my ledger. The mover of the resolution owes me $16. I offered him three weeks ago to settle it for $12, to save myself from my present position. The seconder owes me $13. I told him I would accept $10 to prevent this exposure. The supporter of the resolution is indebted to me to the amount of $9."

A brief pause. "And now, with your permission"—turning to the pastor—"I will read out the sums the others present owe me."

He read them out, calmly and deliberately, but long ere he had finished the brethren had fled.

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The Saving Habit.

Henry Clews, in a recently published article on "The Secret of Success," says in part: "It is believed by many that the recent rise of great fortunes in this country and the combination of capital into corporations that have largely replaced the individual employer have lessened and limited those opportunities for success in life which formerly were open to young men. Nothing, however, could be more erroneous. The opportunities to-day are greater than ever. It all depends on the young man himself.

"Generally speaking, the whole question depends upon self-denial. This is as important to financial success as it is to health. The man who has a sound body and a sound fortune at fifty can quickly trace both back to self-denial.

"Specifically speaking, later success comes from early saving. It is the habit of saving that is important. The man who is going to win a large fortune—and, what is equally important, be able to keep it—must learn early what it is to have a bank account, and what careful investment means. The clerk who can save one hundred or five hundred dollars and invest it in the safest and most remunerative way has already mastered the essential character of the problem and is much farther along on the road to wealth and success than perhaps he may imagine. There are only two secrets of success and they are: 'Work hard' and 'Save your money.'"

A Chemical Discovery.

A new chemical wonder has been discovered by a Hungarian chemist named Brunn, of the University of the same name, by which certain kinds of matter are rendered proof against the effects of time. The inventor has recently issued a pamphlet that has not revealed, but has described his alleged discovery of a liquid chemical compound, that will have the effects stated above. He asserts that it doubles the density of every kind of stone and makes it waterproof. It imparts to all metals qualities that defy oxygen, and prevents them from rusting. It is also, a germicide of hitherto unequalled powers. The compound is a yellow liquid and the chemist has named it zorene.

An interviewer describes the following experiments:—

"A piece of ordinary and easily breakable slag after immersion in zorene defied the full blow of a hammer. There was the same effect on ordinary bricks and a block of red jarrah wood. All three were then immersed in water for a long time. When taken out and weighed with delicate scales the presence of a single particle of added moisture could not be detected. Two pieces of steel submitted to an ammonia test equal to five years' exposure to the air emerged from the bath as they entered it. An ordinary table knife which had lain open five months did not show the slightest stain."

Prof. Brunn asserts that he will be able to make dust, germ and water proof roads, giving a commercial value to hundreds of millions of tons of slag which is now useless in the mining and smelting districts. It will at the very least, double the life of metals exposed to the air such as in bridges, railroads, vessels and tanks.

It is asserted a committee, representing the railways and iron and steel manufacturers will soon make a thorough test of the discovery.

Times Have Changed.

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from daily and hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk in a grocery the other day who was getting $8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

"'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age, I kept a wife and two children on $8 a week and saved money besides.'

"'They didn't have cash registers in those days,' said Horace, bitterly."—Cincinnati Enquirer.

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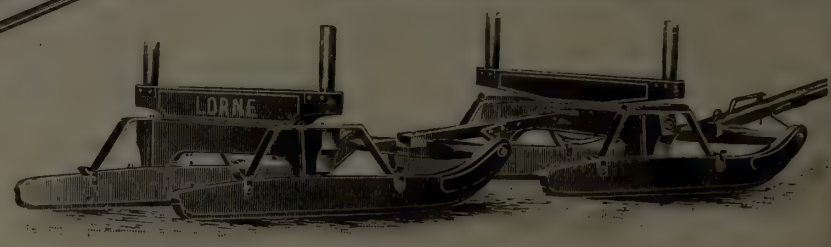

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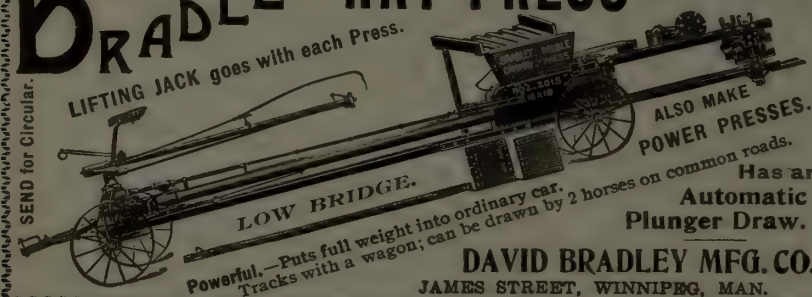

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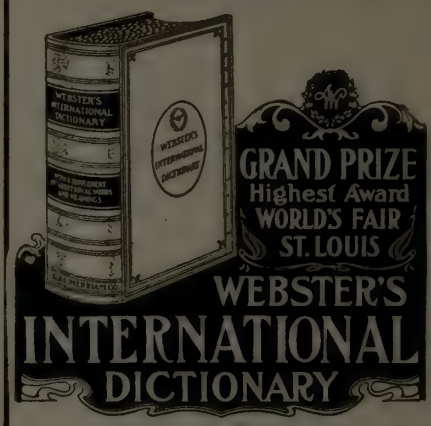

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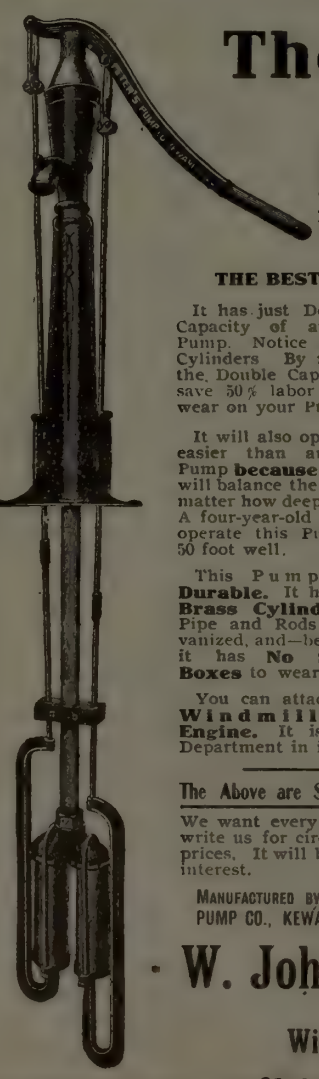

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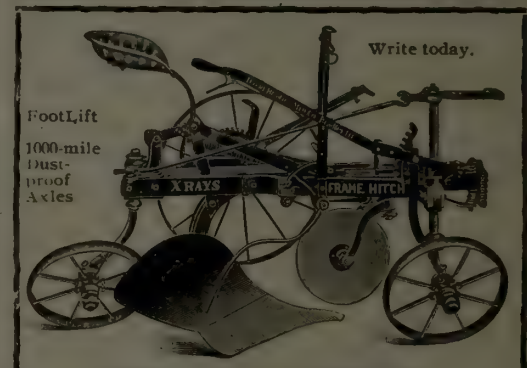

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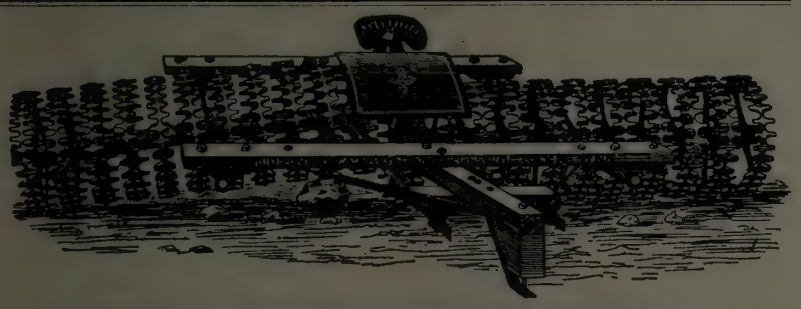

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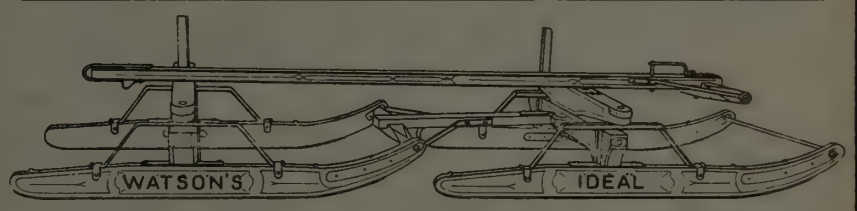

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CANADIAN FARM IMPLEMENTS

Vol. II, No. 4. WINNIPEG, MAN., OCTOBER, 1905. SUBSCRIPTION PRICE { Per Copy 5c Per Year 50c

The Application of Power to Farm Work.

The following is a portion of the address of Mr. Elwood Mead, chief of the U. S. Bureau of Irrigation and Drainage Investigations, delivered before the National Association of Agricultural Implement and Vehicle Manufacturers, during their recent convention at Niagara Falls, N. Y. ;—

Although agriculture is the oldest of humau industries, its greatest improvement has been made in the last hundred years. Up to the beginning of the nineteenth century men plowed as they did in the time of Pharaoh and threshed as they did in the days of Abraham. Progress in agriculture dates from the time when machinery began to be substituted for hand labor, from the time when it relieved the farm of the hardest tasks and gave greater rewards for the hours of toil. We can hardly realize the changes wrought by the long list of agricultural machines and implements which American ingenuity has brought forth, nor what this continent would be like if we still cut grain with a sickle and threshed it with a flail,

Machinery enables us to grow the leading farm products with one-fifth the labor required fifty years ago. In that time the wages of farm laborers have more than doubled, yet the cost of producing crops has been lowered one half and the quality greatly improved. Striking as are these statistics, they give no adequate conception of what agricultural machinery has done for the development of this nation, because its material benefits have been more than equaled by the social and intellectual gain which has come by relieving farmers from deadening toil. In a republic, the quality of the man is of as much importance as what he earns, and while we cannot measure by percentage what machinery has done for the intellectual development of the farmer, we know that swinging a hoe does not stimulate thought like operating the lever of a steam thresher.

OLD WAY WILL NOT DO.

We need not undervalue the great achievements of the pioneer farmers to realize how much greater are the requirements of to-day. The courage, intelligence and skill with which our forefathers used their primitive tools and the success they won, are a proud heritage. But their tools and their methods will not answer now. In the rapid series of changes wrought by the progress of invention the old tools have disappeared almost as completely as the Indian and buffalo.. Gone also are the skill and dexterity with which the scythe, the hoe and the ax were used. The trouble we now labor under is that the evolution of farm machinery has gone on so rapidly that it has outstripped the farm laborer's growth in mechanical skill. He has forgotten the old methods and not fully mastered the new.

The American farmer is not only the largest user of farm machinery in the world ; he is also the most wasteful. The average life in America of a self-binder is less than half of what it is in Germany. The American farmer uses power machines because he cannot afford hand labor. It is too scarce and costly and he is now facing certain tendencies which make his success more dependent on the economics than ever before. Other factors which enter into the cost of producing crops all tend to an increase. There is no more cheap fertile public land. The price of land is rising ; so is the outlay for maintaining its fertility. Farm labor was never so scarce nor wages so high as now. The American farmer has to compete with the foreign farmer in prices he gets for his produce, and with the American railroad, mine and factory in the prices he pays his help, The home competition in labor is becoming more direct and severe each year,

FARM WORKER WANT UNION HOURS.

The building of suburban steam and trolley lines, the extension of telephones into farming districts, and free rural delivery, are bringing the city and country into a constantly closer union. Farm and city laborers meet and compare notes, and the farmer's son or the farm worker no longer hesitates to try his fortune in the factory if wages or condition of labor seem more attractive. With the increasing wages and shortened hours of labor in the factory, he is insisting more and more that farm work shall have the same privileges. In any event the influence of organized labor and the rising wages of the cities is felt to-day in every agricultural community. Men no longer work from sun up to sun down and where labor is scarce, as in California, the hours are as rigorously restricted as in any city factory. If American agriculture is to maintain itself in the markets of the world it must do this through a continued improvement in machinery which will make the individual man more and more efficient.

It is not possible to say how this will be done with respect to any particular machine, for the work of the invèntor is always an advance into the unknown, but we may with profit consider some of the general influence which should be utilized to secure improvement in design and more efficient use of machinery. The first thing is better training for the American farmer in mechanical principles. American farm machinery is not rendering the service it should because it is not selected with wisdom and not operated and cared for with skill. We buy a plow which needs a team of 1,700-pound horses to pull it and then hitch it behind a team of 1,200–pound horses. The result is neither plow nor team is a success. We leave our wagons, our mowers and our self-binders exposed to rain and sun, thus lessening both their life and their service, and we do this without shame or reproach. We need in this country a public sentiment which will put the farmer who neglects or misuses machinery on the same plane with the farmer who has poor breeds of stock or who neglects to care for them. We need investigations which will enable farmers and manufacturers to adapt machinery more perfectly to the power that is to run it and the strength that is to control it. How much does the average farmer to-day know or think about the power required to pull any machine or the importance of having the size of machines adjusted to the size or number of horses which he keeps? And how much energy in this country is wasted by teams who walk too far for the work they do or who are worn out by being harnessed to a load too heavy for them to pull? Investigations carried on last year by the Iowa State College to determine the relation between the weight of horses and the draft of breaking plows show how valuable to both the farmer and the maker of machinery a better understanding of these matters would be.

LITTLE SYSTEMATIZED STUDY.

When we have studied the relation of the power needed to operate machinery to the size and weight of the horses which supply this power, as we have studied the chemistry of feeding animals or the relation of fertilizers to the needs of soils, the factory will make better tools and the farmer will make more money out of their use. There has however been so little systematized study of the principles involved in the operation of farm machinery and so little attention given to instruction in farm mechanics in our agricultural colleges and technical schools that manufacturers have had difficulty in securing properly trained men ; that is, men who combine mechanical training with a knowledge of agricultural science and practical familiarity with farm life.

I have thus far spoken solely of the use of animal power as a substitute for hand labor, We are however in the beginning of another evolution whose possibilities we are unable to forecast. This is the employment of steam, wind,

gas and electricity as sources of power in farm work. How far these are to take the place of both men and animals we cannot predict, but every year sees their uses widening. Wind, which was at first used almost solely for pumping water for live stock, is being used to cut feed, saw wood, run the machinery of dairies, and it seems possible that with improvements in electrical storage it may in time light the farmer's house, furnish the heat to cook his dinner and iron his clothes.

POWER DISPLACING THE HORSE.

The potential power of the streams which rise on our moutain summits and flow down to the sea is enormous. Much of this is unutilized because heretofore the factory had to go to the stream and this was not possible, but with the improvements in electrical transmission the stream now goes to the farm and the factory. The waterfalls of the Sierras now generate electricity which pumps water for the irrigation of farms in the Santa Clara Valley, 240 miles away. Steam and gas engines plow and pulverize the soil, plant the seed, pump water for the irrigation of the crop, run the cultivator, the harvester, and the thresher. Some are so nearly automatic that they almost displace the man as well as the horse. Gas engines used in lifting water for irrigation have run day after day an entire season with no attention except refilling the oil cup and gasoline tank. Some farms now have more power and more complicated machinery than many extensive factories. On one ranch in California, the farm machinery operated by gas or steam cost over $60,000 and the farm equipment of this character is being constantly increased. This kind of power seems to be displacing the horse just as the locomotive has supplanted the stagecoach. The automobile can go faster and longer than the trotter. The steam plow in some places does better work than the horse and does it cheaper. This year a gasoline engine attached to a harvester on the water-logged lands of the Northwest was able to run in fields where horses mired. Throughout the southern part of the United States there is a great field for the steam and gas motor. They can operate in the summer's heat, amid mosquitoes and flies, without discomfort and loss of efficiency which attends the use of the horse and mule.

To me the most interesting feature of the Lewis and Clarke Exposition and one which was most significant of our advanced civilization in this country, was the splendid display of farm machinery in the agricultural building. No one could look at this without having pride in the men who require and use such tools. I filled page after page of my notebook with a list of these evidences of American inventive skill. It includes dairy machinery which makes better butter than can be made by hand; a 30 horse power steam plow which will turn over the soil of a good-sized farm in a single day; a 40 horse power traction engine which hauls its load over the country roads at 5 miles an hour and requires as much mechanical skill to run it as a locomotive.

FARMER LACKS MECHANICAL SPRAINING

The full benefits of farm machinery are not realized because the average farmer has not the mechanical training or the requisite skill to get the best results out of these complex tools. This has been brought home to us in our studies of pumping machinery used in lifting water for irrigation. Two years ago I gathered the results of 18 gasoline pumps installed in a valley in the Southwest. Thirteen of these had been abandoned, not because irrigation by pumping did not pay but because the men who bought this machinery were not equal to keeping it in order. They had never before tried to run anything more complicated than a mule and the change to a gas engine was too violent.

This year our investigations have included a large number of field tests of pumping machinery in Louisiana and California. Millions of dollars have been invested in this kind of machinery measured by value, nearly one-tenth of the irrigated products in this country are now grown with water lifted by pumps. In the rice districts of Louisiana, one-fourth of the outlay in growing a crop is for pumping. Manifestly the efficiency of this machinery has much to do with the profits of farming. In the field tests made this year, the highest efficiency was sixteen times the lowest, or 5 percent for the poorest pump and 82 percent for the highest.

Last spring I called on the owner of one of the largest ranches in Southern California--a ranch where much of the water used in irrigation is pumped and where in consequence the importance of proper mechanical training has been made conspicuous. I told the owner of this ranch that our office wished to obtain services of a man who had a knowledge of irrigation methods and who, in addition to that, was a skillful mechanical engineer; that we wished him to to two things: investigate the efficiency of the pumping machinery in a particular district; advise the farmers how to correct defects where they were observed and show them how to use water in the right way. The reply was that if his ranch had such a man, the Department could not obtain him; that such a man would be worth $20,000 a year and that they were prepared to pay for the man, who promised well, a salary of $5,000 a year. This, of course, is an extreme case, a case where large interests were involved, but a better knowledge of mechanical principles to the small farmer and to the maker of farm machinery in the country at large is relatively just as important.

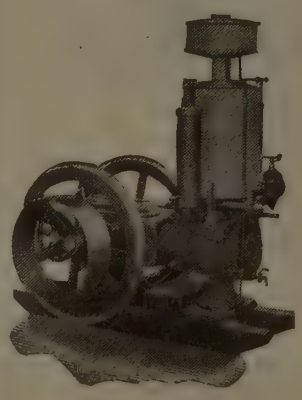
KNOWLEDGE OF MECHANICS APPRECIATED.

The importance of mechanical knowledge to the American farmer is just beginning to be appreciated. Until within the last ten years, training in farm mechanics was practically ignored by our agricultural colleges, but in recent years some of the most progressive have established courses of instruction and begun investigations. The results of this innovation have been most encouraging. These colleges have, however, labored under one serious difficulty. It takes all the time and strength of instructors to do the work of the classroom. They are not in a position to conduct investigations and collect data needed for their students, and there is at present a lack of any systematized information for use in the class room. Realizing this fundamental need in the training of the future generation of farmers. Dr. A. C. True, Director of the Office of Experiment Stations, in his report for 1904 recommended that the irrigation and drainage work of this Office be extended to include investigation in the applications of power to other agricultural purposes besides irrigation. In support of this, he made the following statement:

The need of a better understanding of the principles of mechanics and of better training in the use of machinery is one of the features of American agriculture which has not yet been adequately recognized in the courses of instruction in our agricultural colleges or in the work of this Department. We are the

HERE IS THE
ONTARIO
LINE
GET CONNECTED WITH IT
Lots of these goods will be bought this fall on account of the abundant crop the farmers have harvested.

WINDMILLS --- For Pumping and Power.
TOWERS.
TANKS, Wood or Steel.
PUMPS, Wood, Iron, Double Acting.
ELEVATED TANKS --- For Fire Protection, Town Water Supply and Railroad Work.
CYLINDERS, Brass, Iron or Porcelain.
STICKNEY GASOLINE ENGINES---For Pumping, Electric Lighting, Elevator Work, Farm Work or for Power Plants of any kind.
STEEL SAW FRAMES and SAWS.
TORONTO GRAIN GRINDERS.



B. BELL & SON---Horse & Tread Powers, Feed Cutters, Land Rollers, Root Pulpers.
EMPIRE CREAM SEPARATORS.
Write for particulars and our new catalogue.

ONTARIO WIND ENGINE & PUMP CO.
LIMITED
83-91 Chambers St. WINNIPEG.

greatest makers and users of farm machinery in the world, and it is owing to this fact, more than to any other single cause, that we have been able to maintain our agricultural supremacy in the markets of the world. The cost of this machinery to the farmer is one of his heaviest outlays, and the gain by increasing its life through better care or its efficency through more skillful operation can hardly be overestimated. The difficulty of doing this is greater today than ever before. The character of this machinery every year becomes more complicated, requiring increased knowledge of engineering principles on the part of farmers. The traction engine, the steam plow, the combined harvester and thresher operated by steam power, the automobile, the growing use of electricity as a motive power on the farm, the machinery now required in dairies, in the cultivation and harvesting of rice, in the growing of sugar beets and manufacture of beet sugar, are illustrations of the momentous changes in the character of farm machines which has taken place in the last fifty years. The increase in skill and mechanical knowledge required by farmers to operate these complex and costly machines compared to what was needed to operate the primitive tools of half a century ago can not be stated in percentages. The leading European governments have recognized the revolutionary character of this feature of farm life more clearly than we have. Especially is this true of Germany and France, where both Governments are continuously investigating this subject. The recent investigations of the German Government to determine the possibility of using alcohol, which can be purchased at home, to supplant gasoline, which is not produced in Germany, to operate farm engines, is an illustration of the Governmental studies being made in Europe."

Fight Fire with Fire.

There are few things more detrimental to the business of the retail implement or vehicle dealer than mail-order competition, and there is nothing has a more demoralizing effect on the trade of our country towns than this same competition. It is not only unprofitable for the purchaser but practically ruinous to local merchants when it once obtains a foothold. It prevents and stagnates the growth of our towns and villages, and in the words of a prominent American implement man "is a fistulous abscess on the neck of legitimate business."

Despite all that has been said or written in an effort to kill this business it still continues to thrive. In every part of the country are to be found people who still patronize these concerns, and as long as there are such companies they will continue to get business. It is a true saying that "a sucker is born every minute," and in this case the proverb "once bitten twice shy," fails to hold good.

This state of affairs is largely due to the steady, persistent, active, advertising policy pursued by the mail order house. None recognize more fully the great advantages to be derived by the liberal use of printers' ink. Every farm journal, many local papers, and every modern magazine has its quota of mail-order advertising. These all go into the homes of the farmers of our land, with disastrous results to the local merchant or dealer. Every business man in the small towns and villages should endeavor, by giving his support to his local paper in the shape of good advertising space, to have the publisher refuse mail-order advertising. The majority of them will do it, and do it gladly, if their own dealers and merchants stand behind them.

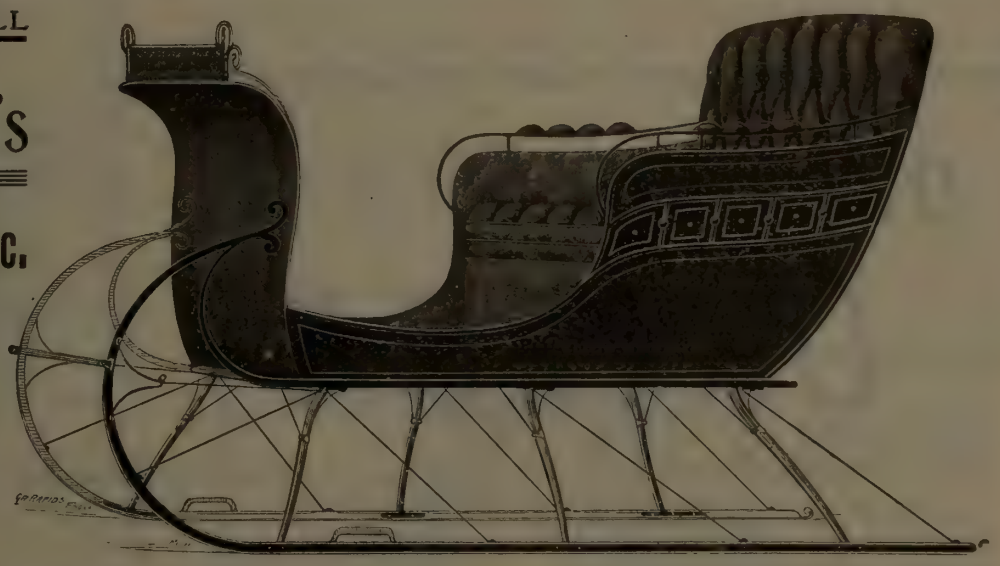
Then these concerns make it a point to send to every farmer, whose address can be secured, one of their large, voluminous, generally well-prepared catalogues. These are followed by letters with the result that the farmer begins to think he can purchase goods at lower prices from the mail-order house than he can from the town dealers. Nothing persuades like constant advertising, and the catalogue house is fully aware of it.

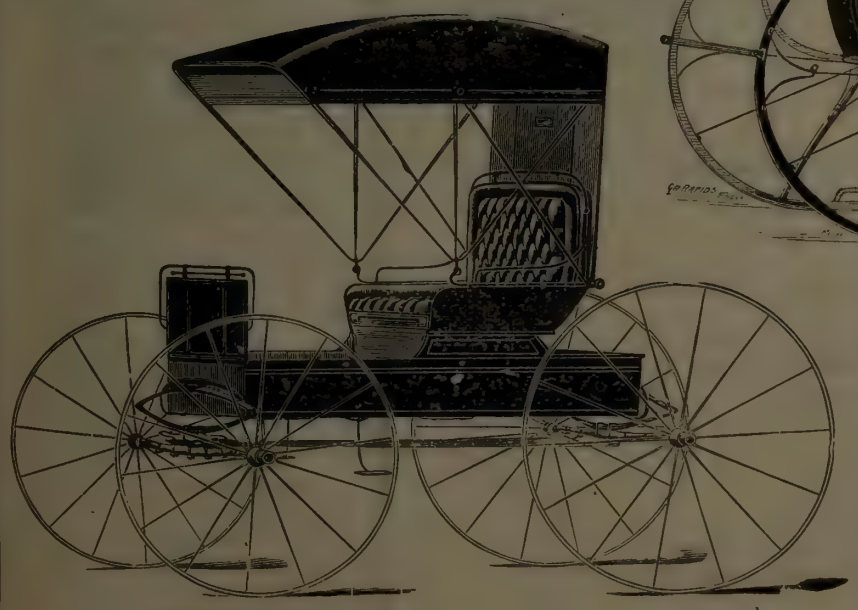
It is, therefore, necessary for the retail dealer to meet fire with fire. Mail-order advertising must be fought with advertising just as positive, as continuous, and even more convincing. Intermittent or spasmodic publicity will not do. When mail-order advertising is found in your community, you should get hold of it, analyze it, compare the goods and values offered with your goods and values, and get after it, either by letter or through the medium of your local paper.

IT PAYS TO BUY AND IT PAYS TO SELL

Palmerston Carriage Co.'s

Carriages, Buggies, Cutters, Sleighs, etc.





They lead in Style
They lead in Material
They lead in Finish

They Satisfy

And satisfaction increases sales.

Write for Catalogue to

A. C. McRAE, General Agent, King and James Streets, WINNIPEG, Man.

Extracts from a Scotchman's Diary.

MONDAY. A half gill to wash awa' the effects o' a dry sermon,—3d.

Mid-day. A gill to wet ma lips for dog whistlin', bein' oot efter sheep—3d.

Foregatherin' wi' the neebors—twa gills—6d.

Mair dog whistlin', a gill—3d.

TUESDAY. A weet mornin', a gill—3d. (there bein' some holes in ma plaid.)

Dog whistlin' through the day, twa gills—6d.

Consolin' wi' Jock MacDonald ower the loss o' his wife, fower gills—1s.

WEDNESDAY. Market Day. Foregatherin', sax gills, 1s 6d.

Dog whistlin', twa gills,—6d.

Gill wi' foak I had nea mind o' whatever,—3d.

Gill wi' the mon that sang "Auld Lang Syne",—3d.

THURSDAY. A gill to try and bring to mind whaur a' peeled ma knuckles in a poletical argument,—3d.

Introducin' Jock MacDonald to a likely lass to mak' his seecond wife, twa gills,—6d.

Sundry dog whistlin's, twa gills—6d.

FRIDAY. Amang the sheep. Fortifyn' mysel' for Jock MacDonald's wife's funeral in the efternoon, twa gills—6d.

Anither on the road to keep mysel' frae greetin' for the puir body—3d.

Dog whistlin', a gill—3d.

The funeral, sax gill's—1s 6d.

SATURDAY. To keep the mist oot o' ma plaid, (the holes no bein' mendit yet) a gill—3d.

Gein' in the banns for Jock MacDonald's marriage, fower gills—1s.

Dog whistlin' and foregatherin's, three gills—9d.

SUNDAY. The Sawbath day. A wee drap to clear my throat frae cryin on my dog, a gill,—3d. Another drap at McLuckie's, when the bells were ringin' for the kirk,—3d; and some brandy, so as no to be takin' the smell o' whuskey intae the kirk,—3d.

A drap tae digest the sermon twa gills,—6d.

The book agent and the circular—both novelties in their day—are alike in this particular: Both are "thrown;" the agent out of the door, the circular into the waste basket."

Objections to Use of Cream Separators Refuted.

Every dealer who handles a cream separator should be in full possession of all facts concerning his particular machine. In this way he is able to successfully cope with all arguments of the farmer put forth against the use of this utensil. In this article we will endeavor to place before the trade some of the most frequent criticisms, with some remarks on how they may be refuted.

Agents often hear farmers complain that separator skim milk is injurious to calves, making them "poor, little, rough-haired runts." This is a mistake. The fault lies not with the milk, but with the manner in which it is fed. The trouble is that the unsuccessful feeder feeds his young stock only twice a day, giving them the skim milk cold and in overabundant quantities.

The milk should be fed at a temperature ranging from 85 degrees to 90 degrees, with a wisp of straw in the pail to prevent the calf from drinking too rapidly. A little raw linseed oil or linseed jelly make first rate substitutes for the butter-fat removed from the whole milk by the cream separator. Care should be taken to see that all the froth produced by the separator, (some separators produce more than others,) is taken from the milk before feeding to the calves. As a rule the calf that is properly fed on skim milk from the separator is usually a much more thrifty and profitable animal than the one fed on the old half fat milk.

Very often farmers are heard to say: Oh! I have not got time to turn the crank of a separator." Those who talk in this fashion are not aware of the value of time. The use of the separator means but fifteen minutes twice daily, whereas the old pan and can system requires an hour or more, twice every day. With the former machine the work is thoroughly done in a pleasant manner; while the latter methods are slipshod in comparison, and make the work of the dairy simple drudgery.

Another objection often cited is that: "It does not pay to make butter." Such a statement usually comes from the man following old fashioned methods. But it does pay to make butter when a machine is used to separate the cream from the milk. Such butter commands

DEALERS!

Why handle a CREAM SEPARATOR unless there is money in the business for you? There is a handsome profit for agents who sell the

UNEEDA

Write us for agent's terms, and we will convince you of this fact. Our terms and discounts are the MOST LIBERAL offered by any Cream Separator Company.

We want a live agent in every town in Canada west of the Great Lakes. Each Agent gets EXCLUSIVE TERRITORY.

Our Separator CONVINCES Agents and Consumers alike of its superiority over all other makes in GETTING ALL THE CREAM FROM THE MILK.

WE GUARANTEE THE "UNEEDA" FOREVER

The National Manufacturing Co., Ltd.

C. C. MACDONALD, Manager

Head Office and Factory: Pembroke, Ont. *Western Branch: 151 Bannatyne Ave., Winnipeg, Man.*

SELLER AND BUYER

quickly "get together" when the U. S. is on sale. All leading farm and dairy papers counsel their readers to buy Cream Separators, for they are known to be the most profitable farm machine and a recognized necessity. The improved

U. S. CREAM SEPARATOR

is continuously advertised in those same papers. Its reputation is thoroughly established and widely and favorably known. Dealers selling the U. S. get the benefit of both advertisements and editorials.

When a farmer gets ready to buy a separator, he knows all about the clean skimming, simple construction, enclosed gearing, low milk-tank, automatic oiling, and **proven** durability of the U. S.—for our ads. are constantly before him. Show him the machine itself and it needs little work on your part to close a sale that

SATISFIES BOTH.

Have you got a U. S. on your sample floor? If not, let us make you a proposition to add a standard and profitable line to your business, for U. S. Separators are sold the year round.

Write us now for particulars.

Vermont Farm Machine Co. Bellows Falls, Vt.

18 Transfer Warehouses centrally located in U. S. and Canada insure

PROMPT DELIVERIES.

the highest price and is ever in demand.

Often agents hear farmers state that they have not enough cows to warrant the purchase and use of a cream separator. If any farmer has four cows he can increase his profits for one season by forty dollars. But he says: "Oh! I don't believe the separator will make a gain of ten dollars per cow in the season." This is so, nevertheless. A week's trial will convince the farmer of ordinary intelligence that this is the truth. To test the accuracy of this statement let the farmer use the separator one week, then the following week use the old system he has been pursuing, take careful note of all the figures, and after a two weeks' trial of each method make a comparison of his figures and a calculation for the whole season, and he will usually find that the gain in favor of the separator will be even greater than ten dollars.

Farmers in seeking to stave off the purchase of a machine often state that they have no place to put such a utensil. Let them put it where they now have their pans and cans. It will take up much less room and will be the means of saving two-thirds of the work of the women folk, an item that should be of prime importance to every possessor of cattle for milking purposes.

Another complaint often put forth by the unwilling buyer is: "It costs too much to keep the cream separator in repairs." This is utterly at variance with the true state of affairs. It cost no more, nor as much, to keep the separator in repair as it does to keep the pans and cans in good order, to say nothing of the fact that new utensils of this description have to be purchased each year.

Another argument often advanced by the farmer is that separator made butter will not keep. The best answer that we can make to this statement is this. If the separator operator will take the substance that is found in the bowl after the milk has been separated and put it aside for a few hours, he will find on visiting it that it has become thoroughly rotten, throwing off a vile stench. Now. this filthy substance is not taken out of the butter that is made in the old fashioned way. Expert authorities agree that separator made butter will keep much longer than that manufactured by any other method for the above cause. The only reason why separator butter does not keep is because there is such a continual and growing demand for it. Everone wants the best of this commodity that can be procured, and they get it when they get butter made from cream separated by the cream separator.

The verdict of every cream separator user is that such a machine is a necessary part of the machinery used on every farm, and no keeper of cows for milking purposes should be without one.

Thresher Fires.

At Elm Creek on September 28th, a separator belonging to Messrs. Love Bros., was completely destroyed by fire, inflicting a loss of about $1,400, with no insurance.

While threshing on the farm of Mr. James T. Lovering, near Dominion City, during the closing week of September, the separator of Mr. R. S. Pede, of that place, was totally destroyed by fire. The total loss could not be learned.

Four threshing machines were completely consumed by flames while at work in the vicinity of St. Anne's, Man., during the last week in September. The damage was caused by high winds.

A separator owned by Mr. John Owen of Portage la Prairie, was consumed by flames on September 29th, while at work on the farm of Mr. Robert Clark, near Portage Creek. The loss on the separator is stated to be $1,000 with no insurance. Considerable barley, which was also destroyed, was valued at about $100.

One of the worst fires of the threshing season was that which took place near Treherne on September 27th, when a separator, three wagons, and a fine team of horses, were totally destroyed by fire. The separator was the property of Mr. S. Griffith, and was insured for about $400. The wagons and team were owned by Mrs. Hayward of Beaconsfield, on whose farm the accident took place. The team was insured.

The separator of Messrs. Loewen Bros., near Plum Coulee, was completely destroyed by fire during the afternoon of September 29th. The machine was at work on the farm of Mr. Daniel Loewen, when it took fire from a load of sheaves that had caught by a spark from the engine. The wagon and load were also burned. The loss on the separator is about $1,000 with insurance of $400.

Strathclair, Man., was the scene of two separators being burned October 5th. One of these belonged to Mr. Malcolm MacLean, and was at work on the farm of Mr. D. McNair, while the other was owned by Mr. Alex. Miller, and was in operation on an adjoining farm. No statement of the loss or insurance on either machine could be learned.

A separator, one wheat stack, and two wagons, was the extent of the loss of Mr. A. J. Blair, near Miami, on Oct. 6th. A spark from the engine set fire to a straw stack near the separator, and as there was a high wind at the time and as the men were away to dinner nothing was saved. No statement of loss or insurance could be secured.

President of Avery Mfg. Co. Dead

Cyrus M. Avery, president of the Avery Manufacturing Company, Peoria, Ill., died at his home in Galesburg on September 15th. The late gentlemen was exceedingly well known throughout the implement world, having been connected with it since 1867. At that time he engaged with his brother Robert H. Avery in the manufacture of corn planters, cultivators, etc., the firm being known as R. H. & C. M. Avery, with headquarters at Galesburg. In 1882 the business was incorporated under the name of the Avery Planter Co., and moved to Peoria, where it has since remained. In 1892 Mr. Robert H. Avery died, the company reorganized, and Mr. C. M. Avery became president, in which capacity he continued until his death. The well-known success of this concern in the manufacturing field is largely due to the ability and foresight of the deceased.

SUCCESS

In selling Separators is always due to Simplicity in the Machine.

The "EMPIRE"

is the Simplest Machine on the Market, therefore it runs easiest, lasts longest, gives least bother, costs least for repairs and

GIVES BEST ALL-ROUND SATISFACTION.

Don't take our word for this but allow us to show you to your own satisfaction that what we say is true.

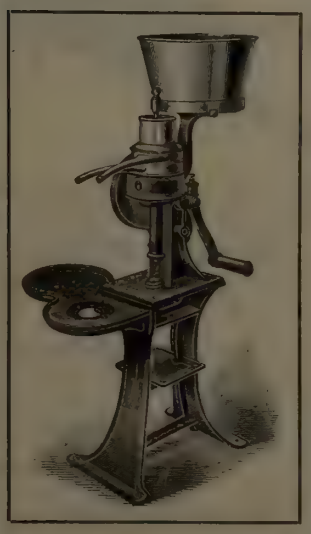
Our Agency Terms are Right.

EMPIRE CREAM SEPARATOR COMPANY OF CANADA, Ltd., TORONTO, Ont.

Ontario Wind Engine and Pump Co.

LIMITED

Western Selling Agents — Winnipeg — Western Selling Agents



De Laval Separators

DE LAVAL SEPARATORS take precedence over all others.

To stop Niagara Falls with a pitchfork would be just as easy as to convince the dairy public that another is as good as the DE LAVAL SEPARATOR.

Over 600,000 in use, or ten times all other makes combined. The De Laval catalogue gladly sent on request.

The DE LAVAL Separator Co.

248 McDERMOT AVE., WINNIPEG

New York Montreal Philadelphia Toronto San Francisco Chicago

Implement Exhibits at the Dominion Exhibition.

There was not a very large exhibit of farm machinery and implements at the Dominion Exhibition, held at New Westminster, B. C., from Sept. 27th to Oct. 7th, but what was lacking in numbers was made up, in a measure, by the attractive manner in which the different exhibits were displayed. It was hardly to be expected there would be an extensive showing, as the province by the Pacific does not demand farming implements or machinery to the same extent as the other Western provinces. The farm lands being in comparatively small areas are devoted to a system of intensive farming not found elsewhere in the Dominion, so that the products are of an entirely different nature to that grown on the great plains east of the Rockies.

The principal implements and machinery required are those articles that play an important part in the cultivation of the orchard and the operation of the dairy. There is also an excellent demand for vehicles of all descriptions, and it is a noticable fact that British Columbians are not given to over much walking, preferring a tasty carriage, or neat buggy.

Conspicuous among the exhibits of vehicles was that made by Mr. John Meston, of Victoria, B. C., who had on display a full line of high class buggies and carriages, of neat and up-to-date styles. Several wagons of a new and commendable design were shown and these attracted a great deal of well-merited attention. The automatic brake, with which they were equipped, seemed to meet with universal approval.

The exhibit made by J. Trapp & Co., of New Westminster was one of the largest and most elaborate displays at the Exhibition, and it included a large number of well known lines, Among these was a fine showing of McLaughlin carriages and other vehicles, and these various articles were the objects of a great deal of favorable comment. This concern showed a Case threshing outfit, the only one on exhibit. Mr. J. Trapp was President of the Dominion Fair, and he is to be credited, in a large measure, with the success achieved.

The Fleury Co., of Aurora, Ont., had a neat display of their well known pulpers and grinders. These were in nice array and were always the centre of an admiring throng of busy visitors.

The Spramoter Co., of London, Ont., had an attractive exhibit of their well known goods on hand. Even in the favored climate of British Columbia the fruit grower must spray incessantly to get the best results, and good spraying machinery is therefore always in demand.

E. G. Prior of Vancouver, B. C., was present with an artistic and extenisive array of many lines. Among these was an excellent showing of Brantford carriages. This exhibit being exceedingly well arranged drew the attention of passers by, and many were the favorable comments heard with regard to the goods.

There was a fine showing of the well known Massey Harris Co. goods, including plows, grinders, pulpers, etc.; and also a Kemp Manure Spreader, which is manufactured by the company.

The Stickney Gasoline Engine Co., was represented by one of their smaller outfits. This was continually kept in operation.

The Walworth-Rolston Co., of Vancouver, B. C., was also on hand with a full display of the various goods carried by them, and the excellent manner in which these were arranged attracted much attention.

The De Laval Separator Co., had a very neat and up-to-date display that attracted a great deal of attention.

The Paris Plow Co., of Paris, Ont., were well represented with a nice display of their Scotch Clipper High Lift Gang Plows.

Dealers' Federatiom Hold Convention.

The National Federation of Implement and Vehicle Dealers Associations held their sixth annual convention at Kansas City, Mo., from September 21st to 23d. There was a full attendance of delegates from the various State associations represented in the Federation, and most enthusiastic meetings took place.

The objects of this organization may be stated briefly as follows: To promote closer relationships between members of the trade; to look after the adjustment of freight rates and classification of goods; to eliminate trade evils as much as possible, and to place the business of the trade generally on a higher and more profitable plane.

We give here with a few extracts

IDEAL POWER WIND MILLS

SECTIONAL CUT OF IDEAL POWER MILL.

There are more **IDEAL POWER WIND MILLS** in use in Canada than all other makes combined which is the highest possible guarantee of the quality of the ***Ideal Mill.***

SEND FOR CATALOGUE AND SECURE THE AGENCY.

GALVANIZED STEEL

THEY HAVE THE POWER AND DURABILITY

THE IDEAL POWER MILL IS MADE IN FIVE SIZES—

12, 13, 14, 15 and 16 foot wheels.

They will do the grinding, pulping, straw cutting, run the saw, pump water, and are the cheapest power which can be used on the farm.

DEALERS.—This is the season to push windmill sales. With the IDEAL agency you can secure the large end of the trade in this line in your district.

THE

Brantford Steel Frame Wood Saw

Strong, Simple, Safe, Satisfactory.

The frame is of great strength and rigidity, has a heavy iron guard over blade to prevent injury to operator — patented adjustaable dust proof boxes which never heat. This is the best saw frame on the market.

Manufactured by GOOLD, SHAPLEY & MUIR Co., Ltd., Brantford, Ont.

SOLD IN WESTERN CANADA BY

COCKSHUTT PLOW Co. Ltd., ***WINNIPEG, MAN.***

taken from the report of Secretary H. J. Hodge, who was unanimously re-elected secretary of the Federation for the ensuing year:

THE CATALOGUE HOUSE QUESTION.

"It must be admitted that this question is one of vital importance to the retail implement dealer, and it has had but little attention at our conventions or at the hands of officers of constituent associations. We have been so absorbed in other work that we have been content with adopting resolutions which, so far as their effectiveness went, might as well have remained unwritten. I feel that the dealers themselves do not fully realize what inroads have been made in their business during the past decade by this comparatively new competition, but when we hear of whole carloads of goods from catalogue houses arriving at railroad stations to be distributed to people living in territory contiguous to one town, and in other localities—two-fifths of the business houses being closed for the reason that the people in the community have gone "daft" upon the subject of buying from catalogue houses, we must come to the realization of the fact that the subject is one of sufficient importance to demand our best efforts towards seeking relief."

"I have had a report from one community where two or three car loads of cook stoves were sold annually and where during the past year the total sales of the town were just thirteen stoves. Investigation showed that the business has been diverted through the catalogue houses. The National Association of Hardware Dealers is devoting most of its attention to devising ways and means of combating this competition and have been in a measure successful. They have succeeded in having many lines taken out of the hands of catalogue houses entirely, and in some instances they have been instrumental in securing the adjustment of prices made to catalogue houses, which enables the dealer to compete and save for himself a fair margin of profit. I think time should be given for the discussion of this subject and believe that this Federation should recommend that it be made the chief subject of discussion at all conventions of all contituent associations. I think our members should all be thoroughly aroused and brought to the full realization of the danger that threatens. The time has passed when this matter should be ignored or kept quiet for fear that agitation of the question will advertise catalogue houses. It would have been better had more attention been given this subject long ago. Silence on the part of the retail trade has not kept them from growing at a phenomenal rate. I have had some correspondence with jobbers upon this question. They are coming to a realization of the fact that they are suffering with the dealer, and are ready to take hold and help push the work, as the hardware jobbers have but recently commenced to do."

TRANSPORTATION CHARGES ON FREE REPAIRS.

"It was reported to the conference that the resolutions in regard to the payment of transportation charges on repairs to take the place of defective parts, which had been adopted at the conference one year prior, had been referred to the convention of the National Association of Agricultural Implement and Vehicle Manufacturers for endorsement, but had been referred back by the convention to the committee. The subject elicited general discussion, participated in by most of those who were present, and it was the consensus of opinion of the dealers that agitation of the matter should be continued, and accordingly the resolution which had been adopted a year ago was adopted again, and instruction given that the matter be brought to the attention of the National Association of Agricultural Implement and Vehicle Manufacturers, and it becomes the duty of this meeting to see that the subject is properly submitted. Some manufacturers have, during the past year, justified their refusal to pay charges on free repairs by referring to the action of their couvention."

SETTLEMENT FOR GOODS BEFORE DELIVERY.

"The representatives of that association introduced the subject of settlement for goods before delivery. The subject elicited considerable informal discussion, and the following resolution was finally adopted:"

"Resolved, that it is the sense of this conference that in justice to the manufacturer it is the duty of the retail dealer, before the delivery of goods, to close the deal either by actual settlement or by having the customer sign a written or printed order setting forth the terms of sale and conditons of warranty on the same. And in the absence of such settlement or order, the dealer should be responsible for the return of said goods, except in case of manifest defects."

Ideal Horse Powers, Ideal Feed Mills

We Carry a full line in stock the year round — Let us Quote You

No. 17-2 Horse Power

Ideal Horse Powers are Triple-geared and will produce more power per Horse than any other machine made.

The No. 17 can be operated with one or two Horses, and also with four horses if another arm be added. Weight 730lbs.

No. 18-4 Horse Power

An excellent machine for driving wood saws, feed mills, feed cutters etc. The power is transmitted from three points on the main wheel to one shaft in the center—Hence the triple-gear—Ideal Powers, are well balanced, have no tendency to bind and develop great power. Get our prices on Horse Powers, Feed Mills and Horse Powers Combined, Duplex Feed Mills, Feed Mills for Gasoline Engine use, etc. A Postal card will get our Illustrated Catalogue.

Canadian Moline Plow Company, Winnipeg, Man.

ONLY ONE LEVER TO OPERATE

Made in Three Sizes

International HARVESTER COMPANY

RETURN APRON MANURE SPREADER

It is the simplicity of a manure spreader that appeals to a farmer, in other words, induces him to buy. Naturally every dealer wants to handle what every farmer wants to buy.

In the International Harvester Company manure spreader will be found the one spreader that satisfies the demand of every farmer. This spreader embodies all that is latest and best in spreader construction. Here are a few distinctive features: anti-buckling apron, automatic apron trip, vibrating rake, and single lever that controls every operation. These features can not be excelled and they, together with the entire simplicity of the I. H. C. spreader, make this machine a trade winner.

Pamphlets describing the I. H. C. spreader, together with prices and terms to dealers, will be furnished upon application to our branch houses or to our general offices.

GET A CONTRACT FOR I.H.C. SPREADERS AND GET THE TRADE

INTERNATIONAL HARVESTER CO OF AMERICA
—INCORPORATED—
7 MONROE ST CHICAGO, U. S. A.

Brandon.

Reports from all over the Brandon district state that everything is in splendid condition. Not only has there been an unexcelled crop of cereals bnt the general quality of both vegetables and live stock is considerably above the average As the city continues to grow, farmers are finding a splendid market for garden truck of all kinds. Property continues to advance throughout these parts. In evidence of this a man bought a half section eighteen months ago paying $25.00 per acre for it. Last week he sold the property for $40.00. per acre.

Many manufacturers have of late been visiting the Wheat City with a view to considering its advantages as a wholesale distributing point. The fact that the Great Northern Railway intend to run a line into the city from the south, and proceed north, has had the effect of adding a marked stimulus to business. This will make Brandon one of the chief railway centres of the West, as well as the great distributing point for Western Manitoba and Saskatchewan.

Messrs. Lamontage and Co.. of Montreal, Que., wholesale manufacturers of harness and leather goods, have decided to open a branch in this city, For this purpose they have rented two flats in the Strathcona Block on 10th Street. This will give them in the neighborhood of 12,000 feet of floor space, ample to meet their requirements at the present time.

Messrs. Campbell and Campbell, furniture dealers, are moving into their new four storey and basement building. This structure is 50 x 120 feet and is one of the most commodious furniture warehouses in the Province. It is the intention of this firm to wholesale as well as retail.

The threshing trade throughout the Brandon district has been very large this season. Upwards of seventy- five separators and over fifty engines have been sold. All the threshing firms have been well and ably represented in this territory, and a few new companies have been in the field introducing their goods.

Threshing has been almost completed in this section. The crop has been so excessively heavy that small threshing averages have been made, and consequently threshers are making but very little money, having to pay wages far beyond their earning capacity.

Another evidence that Brandon is fast becoming recognized as a central point is the fact that many travellers for Eastern firms have moved their families to this city, where they have taken up their residence. These people claim that their work can be more easily looked after from Brandon than from Winnipeg.

The shareholders of the Brandon Binder Twine Co., held the meeting mentioned in your last issue, in their office on September 27th. This meeting was called for the purpose of receiving tenders for the purchase of the company's plant and buildings. Only one tender was received and those present considered the offer entirely too low. They decided to advertise the business and plant for sale by auction on a date to be announced later, and, it is stated, an eflort will be put forth to get a number of the shareholders to make a bid on the plant with a view to securing the property and forming a new company for the purpose of carrying on the business,

CARNEGIE PUBLIC LIBRARY.

We present herewith an excellent halftone of the new Carnegie Public Library on William Avenue, opened on the 11th inst. by His Excellency Earl Grey. This handsome edifice is the gift of Andrew Carnegie, and was erected at a cost of $75,000. On the shelves are about 13.500 volumes, 12,000 of which were taken from the old library in the city hall. The city will spend about $15,000 annually for books and maintenance of this building. Capt. J. Clarke is librarian, and, having been connected with educational affairs all his life, is well qualified for the position.

Brand Recorder for Alberta.

With the division of the North West Territories into Provinces the question of recording brands comes up for consideration. As it is too important a question to decide without careful study, arrangements have been made with the Government of Saskatchewan to continue recording at Regina all brands for the Province of Alberta. This arrangement will permit the work of recording to go on smoothly and give time to devise some scheme that will be suitable to each Province. All applications for horse and cattle brands should, therefore, be made to J. R. C. Honeyman, Deputy Commissioner of Agriculture, Regina, Sask., who will administer the Brand Ordinance of the North West Territories until new arrangements are made for each Province

During the high wind on Monday Oct 9th. the separator of Mr. Northcote was burned on the farm of Joe Bradford, near Burnside. Two stacks of wheat were also burned, entailing a loss of several hundred dollars. The separator was valued at about $1,500, and insured for $650.

Help the Association.

It is indeed true that this is the "age of organizations." There is ample evidence of this fact on every hand. Manufacturers are formed into combines and associations; some for greater profits and some for mutual protection. The working man, too, has his union; and from one end of the land to the other "organization" is the cry.

Numbered among the strongest association in the United States are those of the retail implement dealers, formed for the purpose of mutual benefit and protection. In this country we have a similar organization but it has never been a really strong factor in trade circles. This is due to the fact that the dealers throughout the country have failed to take an interest in it. Why this should be the case we are at loss to determine.

Since commencing the publication of this paper we have never met a single dealer opposed to such an organization. Practically all are of the opinion that such an association is a good thing, and are in hearty accord with the movement, but they do not care to take any active part in it or even become members of it. The result is that the work of this association has been thrown onto the shoulders of a few members, and they have been expected to prove the value of united effort.

It is impossible to get results after this fashion. The sooner this fact is recognized the better for the dealers generally. If any association or organization is to be of practical benefit to those interested it must have the undivided and enthiastic support of the majority. The men who have worked for the Western Retail Implement Dealers' Association are to be commended for their efforts to make the undertaking a success. They have worked hard and faithfully to place it upon a substantial foundation, but so far their efforts have been of no avail.

Now we want to make a strong plea to the trade. There is no reason in the world why this organization should be allowed to die. What it needs is an infusion of new blood combined with the old, and the enthusiastic support of the retail implement and vehicle dealers throughout this country. The associations across the line have been of inestimable value to their members. They have been needed there and they will be needed here. We would be glad to receive any comments on this topic that the trade has to offer. We want to be of assistance to you, and we humbly venture to offer our opinion, that the time is coming when every dealer will regret it if he does not put forth an effort to place this organization on a substantial basis.

A VICTOR FEED MILL and a SWEEP HORSE-POWER COMBINED. in the one machine.

Victor Feed Mills grind all kinds of grain perfectly. They are of large capacity.

The Horse-Power is a model of strength and high speed. They are made in several styles for two or four horses, and are the best sellers on the market.

Manufactured by the Victor Feed Mill Co., Springfield, O.

Wm. Johnston and Co., Ltd.,
CANADIAN AGENTS,
776 Main Street, -- -- Winnipeg, Man.

WEAK BATTERIES

Cause more trouble with Gasoline Engines than any other one thing. A

SPARKING DYNAMO

does not run down and gives a good hot spark that always ignites the charge. Booklet free.

COOPER GASOLINE ENGINE Co.
313, Donald Street, Winnipeg.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING, WINNIPEG, MAN., CANADA.
Phone 518.

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Change of Copy for Advertisements should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisements can be received as late as the 10th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President.

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4601 Champlain Avenue.
A. S. CORE - Representative.

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WINNIPEG, MAN., OCTOBER, 1905

Pointers in Season.

Generally at this season of the year there is a lull in the business of most implement and vehicle dealers. This is just after the finish of harvesting operations and before the active demand for winter goods begins. There are several opportunities afforded the dealer at this time for the improvement of conditions affecting his business interests, the principal of which are: a chance to look carefully after collections, to take an inventory of his stock, and to do a little house cleaning.

There are few dealers who fail to appreciate the fact that the necessity for getting collections in this year is most important to their future welfare. The farmers of the land have had a most prosperous season and are, or ought to be, in such a financial condition as to be able to meet all their obligations. For dealers to carry over for another year men able to pay will in most cases be a mistake. Good sharp collecting will be of inestimable benefit to the trade and also to the country, and the dealer who does not pursue this policy is neglecting his own interest and those of the trade generally.

This dull season is also a good time for the dealer to take a mid-year inventory of his stock. Such effort is never wasted. It shows where there have been leaks in the business, and places the owner in possession of knowledge of his stock which enables him to make a more intelligent selection in future. It also brings to mind machines that are old and out of date in some respects and daily losing value, and suggests the importance of a special effort to get them sold. Again, the inventory and some figures taken from the ledger will show the dealer, whose accounts are properly kept, the result of his business up to date, which information is, as a rule, of much value in laying out business for next season.

Then the lull allows the dealer to do some house cleaning. Dealers are becoming more and more alive to the necessity for having a tidy place of business. The influence of store cleanliness upon the trade is constantly increasing. The appearance of one's place of business is a sure indication of the character of the owner; a tidy place denoting a careful proprietor and vica versa. The outside of the building should also receive attention when the cleaning is done. A coat of paint, especially on the front, gives a much more attractive appearance to the establishment and draws trade, whereas a shabby, untidy front frequently forces customers away. The dealer should have a sign indicating the character of the business, of such size and style as to be easily read at a considerable distance. Don't depend on being well known to get trade, the better policy is to make yourself known. This can be done with signs and good advertising.

Personals.

Mr. D. W. Wood has commenced in the implement business at Fielding, Sask. We wish you every success, Mr. Wood.

Mr. C. W. Digman, is one of the most recent additions to the fraternity, he having lately opened up an implement warehouse at Maymont, Sask. We wish you luck, Mr. Digman.

Mr. I. E. Fairchild, of the Fairchild Co., made a trip to Neepawa, Man., a short time ago in connection with business for his company.

Mr. R. Harmer, Secretary Treasurer for the Sawyer & Massey Co., is at present in the city, looking after his various interests. Mr. Harmer is looking exceptionally well. He is always one of our most welcome visitors.

A new implement firm has commenced at Saskatoon, Sask. The name of the proprietors are Soldon & McLaughlin. The new company has our best wishes for their success.

Mr. Archie Watson, manager for the John Watson Mfg. Co., is at present out of the city on an extended trip throughout the West in the interests of his firm. Archie has completely recovered from the effects of his recent illness.

The Ontario Wind Engine & Pump Co., are building an addition to their local premises, this being found necessary on account of their rapidly increasing business.

Mr. Ed. Cahill, of the William Gray & Sons Co., has just returned from a two weeks' trip to Edmonton, in his firm's interests. Mr. Cahill stopped off at a number of other points while out.

Mr. C. H. Kinnard representing the firm of Kinnard Haines Co., gasoline engine manufacturers at Minneapolis, Minn., was in the West a short time ago, looking over conditions in this territory in the interests of his company. He was well pleased with the general prospects of this territory.

Mr. M. J. Miller, Canadian Representative for the David Bradley Co., of Bradley, Ill., has just returned from a profitable trip throughout the West. He reports a good demand for all lines, and says the crop was harvested in excellent condition.

Mr. I. C. Nelson, of the Stewart Nelson Co., has just returned from making a trip along the line of the C. N. R. to Dauphin and Battleford and intervening points. He reports a brisk business all along the line.

Mr. C. C. Macdonald, Western manager of the National Mfg. Co., of Pembroke, Ont., manufacturers of the Uneeda cream separator, attended the Dominion Fair at New Westminster, B. C., in the interests of his company.

The manufacturers of the "Hero" Fanning Mill, have removed their place of business from Princess St. to 119 Charlotte, near the corner of Bannatyne Ave., where they will be located for the winter.

Mr. R. B. Smith of London, Ont., has been added to the Western travelling staff of the William Gray & Sons Co. Mr. Smith was, for many years, connected with the implement business in Ontario, and brings West with him a ripe experience in road work. He is at present on his first trip through this country. We wish you every succes, Mr. Smith.

Mr. J. E. Ruby, manager for the Frost & Wood Co., here, has just returned to the city from an extended trip to the coast. During his absence Mr. Ruby visited the Portland Exposition at Portland, Ore., as well as several other points of interest. He is looking exceedingly well after his much needed rest.

During the past month we had the pleasure of a call from Mr. John Inglis, of the implement firm of Smith and Inglis, Brandon, Man., who was on his way home from a visit to Fort William and Port Arthur. During his conversation with us Mr. Inglis stated that the farmers in the Brandon section had harvested one of the best crops throughout the West, and he also said that the implement business was in an exceedingly satisfactory condition.

Mr. E. B. Louden, president of the Louden Machinery Co., of Fairfield, Iowa, was in the city for a day or two during the early part of the month, visiting Mr. W. A. Russell, of the Louden Hardware Specialty Co., his representative in Western Canada. Mr. Louden was exceedingly well pleased with conditions and prospects in this territory.

The Thomas Manufacturing Co., of Springfield, Ohio, have purchased from the Janesville Machine Co., Janesville, Wis., the mowing machine business of the latter concern, including all patents, patterns and equipment of machinery for building the Crown mower. It is the purpose of the Company to engage in the manufacture of these mowers on a large scale.

Mr. T. P. Rowe, of the Ontario travelling staff of the Palmerston Carriage Co., of Mount Forest, Ont., has come West in connection with the firm of A. C. McRae, western representatives for his company. He will have headquarters in Calgary, and will look after business in the Province of Alberta. The addition of Mr. Rowe will undoubtedly strengthen the travelling staff, and should result in a material increase in the firm's already large business from this territory. We wish him every success.

During the early part of the month we were pleased to have a visit from Mr. T. A. Myles, of Melita, Man., who is general traveller for the Balfour Implement Co., between Souris and Moose Jaw. While discussing the quality of the grain harvested Mr. Myles informed us that it was of excellent quality all along the route which he travels. Speaking particularly of

Office and Warehouse of the Canadian Moline Plow Co., Winnipeg, which they will occupy October 20th.

that grown in the Melita district LaDue attributes this happy state of affairs to the excellent condition in which the grain was harvested throughout the West.

he stated that it would grade No. 1. and No. 2. Northern, and that the average yield per acre would be in the neighborhood of 23 bushels. He reports everything in connection with the implement business in a most satisfactory condition.

Mr. J. B. Cosgrove, of Cameron, Man., general traveller for the Balfour Implement Co., gave us a call a few days. Mr. Cosgrove is very well known to the trade generally, having been connected for seventeen years with the Massey Harris Co., for which concern he still entertains the most friendly feelings. He reports an excellent business in farm implements, with bright prospects for the future, and stated that the crop had been harvested throughout the country in fine condition. Besides being connected with the implement business Mr. Cosgrove is operating an 1,100 acre farm near Cameron, Man., and he informed us that the season, in this regard, had been a most profitable one for him.

Mr. C. LaDue, traveller for the Canadian Moline Plow Co., recently returned to the city from a trip through north western Saskatchewan, during which he visited Battleford and many other points. He reports an active demand for the various lines handled by his company, and says that prospects are very bright for future orders. Mr.

We regret to report the serious illness of Mr. H. F. Anderson, President and Manager of the H. F. Anderson Co. About four weeks ago Mr. Anderson caught a slight cold which later developed into pleuro-pneumonia, and for a time grave fears were entertained for his recovery. The last report we had stated that he had passed the danger point, though still very weak, and it was not expected he would be able to leave the house for another month, at least. It is our sincere wish that he will be returned to his business with full health and strength.

Swift-International Case Settled.

The case of the International Harvester Co. against Rodney B. Swift, former manager of the experimental department of the company, in which they were suing him for $25,000, alleged to be fraudulently obtained in a patent deal, has been settled out of court, and Mr. and Mrs. R. B. Swift have dismissed the suits which they brought against the International Harvester Co.

The capital stock of the Manson Campbell Co., Limited, Chatham, Ont., has been increased from $300,000 to $500,000.

Personals

During the past month Mr. J. R. Reid, local manager of the Ontario Wind Engine & Pump Co., was pleased to receive a visit from Mr. S. H. Chapman, president of the company, whose home is in Toronto. This is Mr. Chapman's first visit to the West since the company completed their new office and warehouse building at the end of last year. He was particularly well pleased with the trade outlook throughout the West, and reported himself as much gratified with the great increase in the company's business for this season. He retured east by way of Chicago and other Southern points.

Mr. Henning J. Taube, President of the Empire Cream Separator Co., of East Bloomfield, N. J., recently paid a visit to the management of the Ontario Wind Engine & Pump Co., here, who are agents in Western Canada for the Empire cream separator. Mr. Taube was on his way to the coast and was accompanied by his wife.

Mr. C. A. Congdon, a new traveller in the employ of the Ontarlo Wind Engine & Pump Co., is making his initial western trip in the company's interests along the line of the C. N. R.

Mr. R. S. Ryder of the Canadian Steel & Wire Co., of Hamilton, Ont., was in the city for a day or two recently, looking after the interests of his company in Western Canada.

The Vermont Farm Machine Co., of Bellows Falls, Vt., makers of the U. S. crerm separator has taken out a license to manufacture and sell agricultural implements in Ontario. Further particulars in connection with their future plans are not yet ready for publication.

It is rumored that the Bain Carriage Co., of Buffalo, N. Y., intend to establish a large branch factory at Hamilton, Ont.

The Balfour Implement Co., will move their present offices in the Union Bank Building, to those previously occupied by the Canadian Moline Plow Co., at 150 Princess Street. This change will allow this growing concern much better facilities than they have heretofore had, as they will now have an excellent showroom in connection with their office quarters.

Mr. C. W. Dickenson, representing the La Crosse Plow Co., of La Crosse, Wis., was in the city for a short time recently, looking over conditions in this country with a view to establishing a branch in this territory.

Mr. William English, President and Manager of the Petrolia Wagon Co., Petrolia, Ont., was in Winnipeg for a few days recently both enroute to Calgary and on his way back East. He was greatly gratified and expressed himself as highly pleased with conditions throughont the country. While in Winnipeg he was the guest of the Balfour Implement Co., who handle the well-known Petrolia wagons and sleighs in this territory.

Mr. P. M. Price, Sales Manager for the Moline Plow Co., of Moline, Ill., recently paid a visit to O. P. Robb, manager of the Canadian Moline Plow Co., this city. He was much gratified with the excellent prospects throughout the West.

Mr. George E. Whitworth, president of the Monarch Self-Feeder Co., of Cedar Falls, Iowa, recentiy paid a visit to the Norris Implement Co., of this city, manufacturers of the Canadian Monarch. Mr. Whitworth was exceedingly well pleased with conditions throughout this territory.

Mr. Joseph Maw, President of Joseph Maw & Co., has just returned from a six weeks' trip through the South and East. During his absence Mr. Maw stopped at Montreal, Sherbrooke, Toronto, St. Cath-

erines, Brantford, West Lorne, Detroit, Lansing, Mich., Indianapolis, Ind., Chicago, and Milwaukee, Wis. He was in Toronto during the entire two weeks of the Industrial Exhibition, where he made many selections of vehicles and cutters for his Western trade. While away he was looking up specialties and making contracts for next season's business.

The Goldie & McCulloch Co., of Galt, Ont., are opening a branch at 248 McDermott Ave., this city under the management of Mr. W. S. Ross. Here they will carry a full line of their goods and will look after all trade in this country, west of Port Arthur.

Mr. Joseph Sparling, implement dealer at Roland, Man., has advertised his business for sale. What Mr. Sparling's future plans are have not yet been announced.

Mr. A. G. Clark, who has been engaged in the implement business at Grand View, Man., has sold out to Challener and Fitzgerald. We wish the new firm every success.

The officials of the International Harvester Co., have now moved into their magnificent new building, north of the Viaduct, on Main St., where they are pleased to welcome dealers from outside points.

Mr. W. H. McCracken, of Ottawa, Ont., formerly with Boyer & Co., of Huntingdon, Que., and also with Moody & Sons, Terrebonne, Que., has recently joined the travelling staff of the Dow-Wadge Co., makers of the well-known Hero and Bonanza fanning mills. Mr. McCracken is now on his first trip West in the interest of the company. We wish you success, Mack.

Mr. J. L. Bienz, of the Hart Grain Weigher Co., was in the city for a day or two recently in the interests of his company.

Mr. F. L. Maytag, president of the Parson Band Cutter and Self Feeder Co., of Newton, Iowa, was in the city for a few days during the past month. He reports a greatly increased trade for his firm from Western Canada during the past season.

Just before we go to press we are informed that the Paris Plow Co., of Paris, Ont., manufacturers of the Scotch Clipper High Lift Gang Plow, and other well known lines, have decided to look after their own business in this country. For this purpose they have rented a portion of the building occupied by the Stewart Nelson Co., who have heretofore been their representatives in Western Canada. This change takes effect immediately.

The 250 hp Weber gas engine and suction gas producer plant installed for the Alexander Milling Co. Brandon, Man. is now in full operation and giving good results. The Cooper Gasoline Engine Co, Winnipeg, take considerable pride in the fact that they have in this plant the largest producer gas engine in Canada and the first one in the Canadian West. Mr. Cooper has just returned from Brandon, having spent a few days there inspecting the starting and operation of the plant.

The Canada Fence Co., London, Ont., has been incorporated with a capital stock of $40,000, to manufacture wire fences and wire goods.

Fairchild Co. Will Build

The Fairchild Co. contemplate the addition of two stories to their present large trackage warehouse on the corner of Sutherland and Princess streets. It is said that they also intend to erect a large office and show room building on their Princess street property, immediately south of their present location. This is a most desirable location for a modern building, being right in the heart of the city, and backing on a spur line of railway, thus affording ample trackage facilities from the show rooms. The work will, in all likelihood, be commenced early in the coming year.

Increasing Demand for Carriage Heaters.

With the invention of the modern carriage heater the problem of comfortable driving in cold weather has been solved. Nowadays there is no reason why anyone should suffer from cold while sleighing. Time was when the winter driver was to be pitied. Then the hot brick or soapstone in a blanket were the only means of warmth, and usually either of these articles was ice cold, hours before the drive was completed.

The carriage heater is very inexpensive. A good practical wagon heater can be purchased for a couple of dollars, while some specially handsome heaters are manufactured for the fine carriage and automobile trade and cost as high as ten dollars. The heater fuel costs but a small fraction of a cent per hour, a mere bagatelle when the comfort of the drive is taken into consideration.

There has been an enormous demand for heaters of this description during the past two years. It has increased so rapidly that manufacturers have been unable to keep pace with it. This is particularly true of the Chicago Flexible Shaft Co., of Chicago, probably the largest manufacturers of this class of goods in the world. This concern recently issued a very neat little catalogue entitled "Solid Comfort," which they will be pleased to send to any applicant. It is a good line for the dealer to take up. Many members of the trade are doing a profitable business in carriage heaters. It will pay you to investigate this matter. When writing for booklet kindly mention Canadian Farm Implements.

Plymouth Plant Started.

The Plymouth Cordage Co., Plymouth, Mass., turned the sod for the buildings for their Canadian branch at Welland, Ont., on September 27. The company have been established in Plymouth for about 50 years and manufacture binder twine, ropes and cordage of all descriptions, the same as they will manufacture in their Canadian branch. The land they have just purchased at Welland consists of 180 acres and cost them $24,600. The main building will be 635x115 feet, principally two storey; one warehouse 140x60 feet, with four or five other buildings, and the contracts for all these are let, the price being in the neighborhood of $600,000. The contractors expect to have two or three hundred men at work very shortly. Switches are being put in the grounds and a turning basin will be put in the canal so they can ship by water. They expect to employ about 400 hands to start, and will put up residences for their employes.

Will Meet Dec. 12th to 14th.

The Minnesota Retail Implement Dealer's Association will hold their annual convention at Minneapolis, Minn., on December 12th, 13th and 14th.

Making Large Additions.

It is the intention of the Parsons Band Cutter & Self Feeder Co., of Newton, Iowa, to considerably increase their present plant. They recently started work on a new three storey and basement building, 60 x 140 feet, on the first floor of which the general offices of the firm will be located, the balance of the structure being used for storage purposes. They will soon commence the erection of a two storey edifice of the same dimensions, to be used as a machine shop. The company report a very prosperous season.

Argentina to tax American implements.

A few days ago a number of large American implement manufacturing concerns received advices from their agents in the Argentine Republic stating that the government of that country was about to impose a prohibitive duty on parts of agricultural implements. The state department was immediately communicated with and U. S. Minister Beaupre of Buenos Aires was asked to furnish the department with definite information. Mr. Beaupre reported by cable that the Argentine house had passed a bill and sent it to the senate providing that repairs not shipped with, and as parts of, machines shall be subject to an advalorem duty of 25 per cent. The language of the bill is somewhat ambiguous and its real purpose and probable effect will not be known until complete advices have been received by mail.

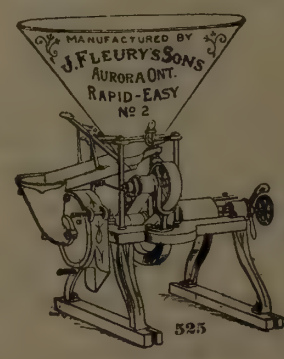
Reformed Him.

"I was taken in last night," said the first footpad.

"Get pinched?" asked the second.

"No," was the scornful answer. "Think I don't know the cops better than that? It was this way: I held up a guy and took his leather and ticker away from him, and first thing I knew he was talking about how dangerous my work was and how I ought to provide for the future, and blow me if he didn't get me to sign an application for life insurance and give him all the money I had collected during the evening as a first payment on the policy!"

J. Flett & Co., Limited, Wiarton, Ont., have been incorporated with a capital stock of $25,000, to manufacture carriages, wagons, and cutters.



The Famous

"RAPID-EASY" GRINDERS

Do More work with the same power than others.

In all sizes to suit any Power. Agents for the West, THE FAIRCHILD CO., WINNIPEG and CALGARY. A fine lithograph hanger and any information you ask.

J. FLEURY'S SONS, AURORA, ONTARIO

Medals and Diplomas, Worlds Fairs, Chicago and Paris

American Implement and Vehicle Manufacturers in Convention.

The twelfth annual convention of the National Association of Agricultural Implement and Vehicle Manufacturers of the United States, was held at Niagara Falls, N. Y., on September 27th, 28th, and 29th. This was the most important gathering in the history of the Association. There was a large attendance of members from all over the Union, and all the affairs of the organization were carried through without a hitch, in a most thorough and enthusiastic manner.

While the proceedings and deliberations of this body are of vital importance to the trade in the United States, many matters were touched upon of more than ordinary interest to both manufacturers and dealers in this country. We cannot afford to devote space to a complete report of the gathering, but will only touch on those matters worthy of interest to members of the trade in this country.

For those of our readers who know practically nothing of this organization, we would say that it was first started in 1893. At that time the Wilson tariff bill was before Congress, and in this bill there was a clause providing for the placing of agricultural implements and machinery on the free list. This would have allowed Canadian manufacturers the privilege of shipping their products into the United States free of duty, while Canada was imposing a heavy tariff on American implements and machinery.

A number of American manufacturers recognizing the danger of such a proceeding to their own interests, got together and prepared a memorial to Congress, with a view to preventing the passing of the clause in question. This was taken to Washington and vigoriously pushed, with the result that the proviso was so amended as to prohibit the free admission of agricultural implements from Canada, or any other foreign country, into the United States, except under the principles of reciprocity. The successful issue of this effort led to the permanent organization of the Association in October of 1894.

Since that time this body has been uniformly successful in its purposes, which may be stated briefly as follows: "To afford facilities for closer intercourse, and a general

GOOD GOODS BRING GOOD BUSINESS

Are you satisfied with your present connections?
Are you getting the business with your present line?

--JUST NOW--

or in the near future you will be placing your order for SPRING REQUIREMENTS. Consider your own interests and

-GET-

The Fairchild Goods for 1906

Deere Plows and Harrows, Moline and Fairchild Wagons, Brockville Carriages and Cutters are Trade getters.

-- Our Winter Line comprises --

Cutters, Sleighs, Robes, Grinders,
Roll Crushers,
Horse Powers,
Machine Jacks,
Sawing Machines,
Fanning Mills,
Straw Cutters,
Hay Presses, and Ensilage Cutters.

AWAIT A VISIT FROM OUR TRAVELLER OR WRITE TO

THE FAIRCHILD COMPANY, LIMITED, 156 PRINCESS ST., WINNIPEG.

exchange of opinions on leading questions; for authoritative representation of the implement and vehicle industries in emergencies such as may arise from adverse legislation; to protect its members from the burden of unconstitutional laws; to secure for the trade just and equitable freight rates and classification; and to expand by all legitimate means the trade of the implement and vehicle manufacturers of the United States."

The President in his opening address commended the various reports by the different committees to the attention of the delegates, stating that they were of vital importance to their interests. Speaking on the matter of reciprocity with Canada he said:

"It seems especially fitting at this particular time, when interest in the subject of reciprocity is so general and wide-spread, that our meeting this year should be on the very border of Canada, and the hospitality already extended to us by Canadian manufacturers can, I trust, be construed as a hopeful indication that in the near future, while under different flags, we may, from a commerical standpoint, be working under some kind of a reciprocal agreement to the mutual benefit of manufacturers in both countries."

REPORT ON DEALERS' ASSOCIATIONS.

The following are a few extracts of particular interest on this important topic, taken from the report presented to the convention by the committee on Dealers' Associations:

"During the past year we have had representatives at the annual meeting of a majority of the dealers' associations. These meetings have been well attended by the dealers and have proved of considerable interest to them in most cases; however, at only a few points were any serious questions presented for discussion to our representatives, from the fact that nearly all of them now are depending more and more upon the National Federation of Implement and Vehicle Dealers' Associations to look after the interests of the dealers in their relations to the manufacturers and jobbers. The associations idea among the dealers is growing, and not only new state associations are being formed each year, but in many states county and district associations are being organized. Some of these are attempting to regulate the retail price of implements, with more or less success, and in every way possible the dealers are trying to organize, and attempting everything they can toward the betterment of their situation at home, as the dealers find they are confronted with conditions that make it a little harder for them to keep up their volume of business, and especially their profits."

"They appear to be having more and more competition all the time, from catalogue houses and from that class of manufacturer and jobbers who sell more or less to consumers, so that the dealers (like the manufacturers) have found it desirable, and indeed necessary, to rally together, and to associate themselves in these organizations for the betterment of their general condition. This being true, we believe it is very desirable for our association to continue to send representatives to as many as possible of the annual meetings of the dealers' associations—to maintain and increase our acquaintances with the dealers, so that we may each year co-operate more and more together for the betterment of our mutual interests."

CONCERNING DEFECTIVE PARTS.

"In January, 1905, our committee met the dealers at the Coates house, Kansas City, where there were a dozen of the leading dealers from Kansas, Missouri and Texas, and some other states, and subjects of interest between us came up for discussion. The question of payment of charges on repairs to take the place of defective parts was again one of the main topics, and the following resolution was adopted after considerable discussion."

"Resolved, That in the case of defective parts, where it is clearly the fault of the manufacturer, it is proper that they should pay the express or freight charges of defective parts, if returned; also on the new parts to replace the same, and that we recommend the adoption of this resolution by the National Association of Agricultural Implement and Vehicle Manufacturers."

This motion was carried, receiving the approval, in principle at least, of all or nearly all the members of our association who were present at that conference.

"We have this same resolution on hand now, and we again present it for your consideration. Nearly all the manufacturers, in principle at least, carry on the spirit of this resolution, and we see no sufficient reason why it should not be adopted by this body and placed in clear and definite terms, where it ought to be, to prevent unfair advantage being taken of its non-adoption or rejection, and we therefore recommend the adoption of this resolution by this convention."

"Your representatives brought before the conference the question of dealers paying their bills by local checks, and are glad to report that the Western dealers' association adopted a strong resolution on this subject, urging their members to pay all bills in par funds, that is, par to the receiver of same."

DEALERS STIRRED UP.

"The dealers are still considerably stirred up about catalogue houses and other direct competition; and also complain that the mercantile agencies have not yet fully and in detail complied with the various requests made to place an accurate classification mark on all regular dealers, so that the manufacturers and jobbers will not be doubtful about designations found in these reference books."

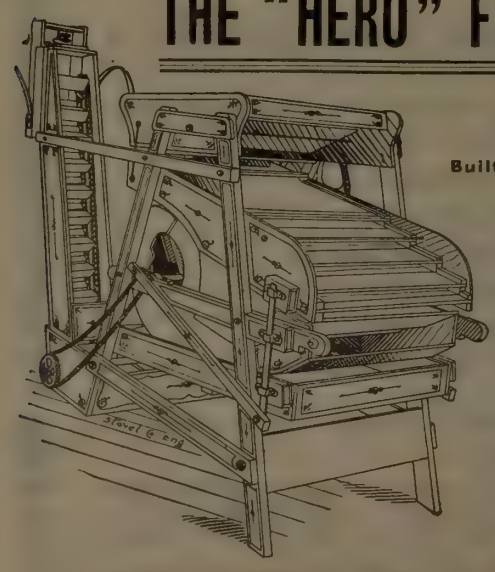
"We have also to report that some manufacturers of harvesters and of other implements, have taken out of their contracts "the exclusive clause." This clause has been largely a "dead letter" for some years, but several states have enacted legislation against it and its elimination seems a natural evolution in these modern days of changed business conditions. This should have a tendency to place all goods before the trade more upon their merits, and should encourage both dealers and manufacturers to accord freely to each other reasonable treatment and a "square deal."

"There are still, among other unsettled questions, the trouble caused by so many dealers canceling contracts, asking too many free repairs and making unjust deductions in settlements; and these matters should be, in our opinion, pressed upon the dealers' associations for discussion and settlement, until the great majority of their members recognize the just right of the manufacturers in these important points."

REPORT OF THE INSURANCE COMMITTEE.

The following is a portion of the report laid before the Convention

THE "HERO" FANNING MILL



LATEST IMPROVED

Built in Winnipeg to Suit Manitoba and Territorial Grain

This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 80lbs.

Sold entirely through the dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogue, etc.

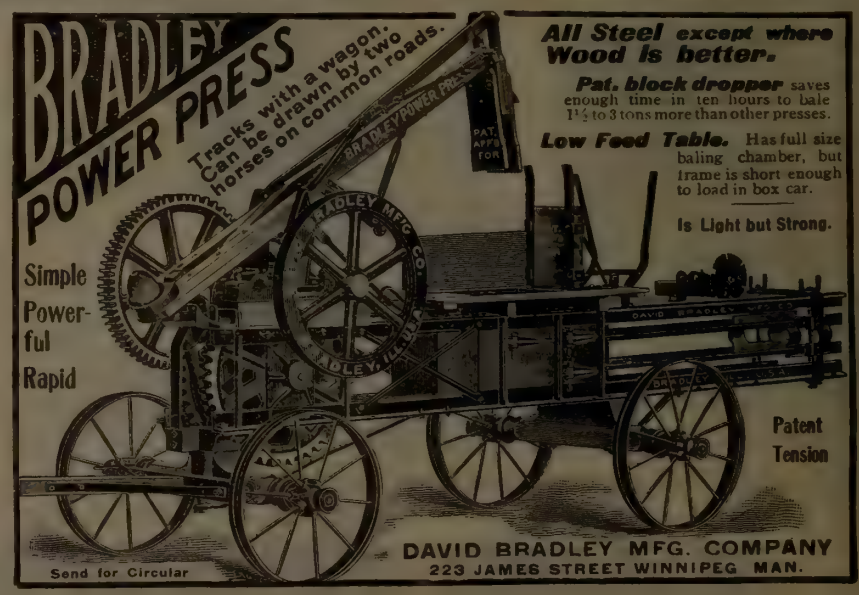
MANUFACTURED BY

DOW WADGE IMPLEMENT CO.

WINNIPEG, MAN.

BRADLEY POWER PRESS

Tracks with a wagon. Can be drawn by two horses on common roads.



All Steel except where Wood is better.

Pat. block dropper saves enough time in ten hours to bale 1½ to 3 tons more than other presses.

Low Feed Table. Has full size baling chamber, but frame is short enough to load in box car.

Is Light but Strong.

Simple

Powerful

Rapid

Patent Tension

DAVID BRADLEY MFG. COMPANY

223 JAMES STREET WINNIPEG MAN.

Send for Circular

M. J. MILLER Canadian Representative

by Committee on Fire Insurance.

"Your committee, as you know, has secured from the members so far as possible a report of their experiences. Tabulations of the kind here submitted should be all inclusive, so far as the association goes, otherwise it may be objected that some have failed to report who suffered large losses, and that the showing is, therefore, over-good. We believe that while ours it not exhaustive, it is entirely fair and reliable, as many heavy loses are listed. The reports show as follows:

Average insurance carried during the past ten years	$16,907,978.00
Total premiums for ten years	3,253,097.30
Total losses for ten years	667,332.89
Average rate of insurance for the past ten years	1.92
Per cent of loss to premiums paid during this period	21 per cent.

"In other words, for every $5 we paid insurance companies in premiums we got back $1 through our losses. We paid the insurance companies for protection, and for the handling of our premiums, $5 for every one dollar returned, or a gross profit to them in ten years of $2,585,764.41."

"Objection may be made to this showing that it is on its face unreasonable; that the general insurance tables show that $3 are handed back out of every $5, or, to show large figures, out of every $1,000,000 paid to insurance companies, they have paid back $600,000, keeping for their expense and profit $400,000,"

"Our answer to this is that the charge, even as they figure it, is excessive. The insurance company merely writes a contract or "policy" such as we write thousands of daily as a mere incident. They very rarely have a settlement to make on account of loss, and then it is usually made by a single man at little expense. They should not require 40 per cent of their total selling price, or premiums, for this service. For such a per cent we, in closely competitive business, make contracts and settlements, not unlike theirs, and also convert at great cost raw material into manufactured stock in our factories. If we remember rightly, a recent year showed that the people of this country handed to fire insurance companies about $165,000,000 against which they got back about $95,000,000, the insurance companies keeping $70,000,000 for expenses and profit in receiving and disbursing $95,000,000 being the largest tax upon the people for the service rendered, and the sum handled, that could well be conceived."

"SELECTED RISKS."

"Again, our membership is, presumably, the best of its class, what would be called "selected risks" with the very minimum of moral hazard, moral hazard being one of the most important factors in the subject. The man who can least afford to burn is the one who least often does burn. You will remember that, when after long years of want, prosperity came to one of our far western states, and the barns, old and poor, could scarcely contain the fruits of the harvest, there was so much fire loss in barns that some companies ceased to insure them. The good credit has to pay for losses on bad credits, and the selected risks under the present system have to pay for the bad ones. It may well be that, as our tables show, our losses are only one-half the general average."

"Our association is not alone interested in this proposition. Almost every association similar to our own, with which your committee is acquainted, is actively interesting itself in this same subject, through committees, and in some cases employing insurance experts and forming companies, mutual in character. Foremost in progressive effort it is proper to name the National Association of Manufacturers, which has set aside a large fund for its insurance bureau, under the most capable supervision."

"It is generally conceded that 20 per cent on premiums received in an outside expense allowance for the conduct of any company organized upon modern lines, whether called "Mutual," "Inter-insurance," or otherwise. In fact, contracts can be made with entirely responsible people on 15 per cent basis, and

SALEMAN WANTED

FOR WESTERN CANADA—An experienced, up-to-date, hustling implement travelling salesman; one competent to handle both sales and collections for one of the leading implemeut manufactnring concerns in the U. S. with a branch house in Canada; must be well acquainted with the trade. Address with references and salary desired.

Manitoba, Care of Canadian Farm Implements

The Ideal Feed Mill and Horse Power Combined

TWO MACHINES IN ONE—A HORSE POWER and FEED MILL. IT SELLS, IT SATISFIES, and IT MAKES THE DEALER MONEY.

Mr. DEALER,—
This will be a great season for stock feeding; and farmers stock raisers and dairymen need a machine just like this.

Made as a 2 or 4 horse machine, with a 13 ft. tumbling rod and a 24 in. pulley. As a power it will drive a feed cutter, grain elevator, wood saw, etc.

No. 15 FEED MILL AND HORSE POWER COMBINED.

Get our price of the No. 15 Outfit. It grinds perfectly, it sells to every up-to-date farmer, and gets the dealer business at the time of year when he needs it most. Full stocks carried at Winnipeg and Calgary.

CANADIAN MOLINE PLOW CO., WINNIPEG.

many companies are now operating successfully and in high credit on this basis. Had the insurance noted in the above tables been conducted at an expense ratio of 20 per cent you would have the following showing:

Gross average premiums per annum for ten years	$325,309.73
Operating expenses, 20 per cent..	65,061.94
	$260,247.79
Average loss, per year	66,733,28
Leaving a balance of profit on the basis of rates actually paid ..	$193,514.51

WOULD JUSTIFY A MUTUAL COMPANY.

"This saving would amount to 60 per cent of premiums paid. It would justify on its face a mutual company, taking the rates we now pay, and returning, say, 30 per cent in dividends yearly, and passing to the surplus account another 30 per cent, and soon becoming of great strength, with ability to care for us largely."

"Your committee believes that the foregoing justifies our claim to better consideration from insurance companies and lower rates. At the same time we allow that the statements are general in character, and reports not being all inclusive, our figures are subject to such allowance and discount as usually is made upon estimates broadly made. There is, however, ample room for allowances, with very satisfactory and safe conclusions."

After hearing the report of the above committee the Association decided to leave the matter of the formation of a mutual fire insurance company in the hands of the executive committee.

VISIT HAMILTON AND TORONTO.

An event that partook of an international character, and undoubtedly the most pleasing and interesting incident in connection with this gathering, as far as our readers are concerned, was the visit of the delegates to Canada. The credit for this trip is largely due to the efforts of Mr. P. G. Van Vleet, of our sister paper, Canadian Implement & Vehicle Trade, Toronto; who succeeded in interesting the following Eastern manufacturers of implements and vehicles in the project:—The American-Abell Co.; Adams Wagon Co.; Canadian Wire & Steel Co.; Cockshutt Plow Co.; Frost & Wood Co.; International Harvester Co.; Wilkinson Plow Co.; Canadian Implement & Vehicle Trade, and the Canadian Bank of Commerce; and it was at their invitation the visitors came across the line. Fully two hundred of the members, including their wives, daughters, and sisters, took advantage of the generosity of our manufacturers. A special train was provided and the party taken from Niagara Falls, N. Y., to Toronto, stopping en route at Hamilton, where the guests were conducted over the works of the International Harvester Co. On their arrival at their destination they were taken around the city on a specially provided train of electric cars, and in the evening were tendered a sumptuous banquet at the King Edward Hotel.

The function was a most enjoyable one, the hosts having provided a splended menu. The most noticable feature in connection with this affair was the presence of fully as many ladies as gentlemen, something new at public events of the kind in Canada and which elicited commendation from every Canadian speaker of the evening.

Mr. W. K. George, Ex-President of the Canadian Manufacturers' Association, presided. On his right was seated Hon. Wm. Mortimer Clark, Lieutenant Governor of Ontario, while Mr. C. F. Huhlein, president elect of the visitors' organization occupied the chair on his left. Ranged around the festive board were a large number of the most prominent manufacturers in Eastern Canada. The speakers of the evening, besides the above named, were Mr. H. E. Miles, Racine, Wis.; W. S. Thomas, Springfield, O.; the Rev. Prof. Clark, Trinity College, Toronto; Mr. Byron E. Walker, General Manager of the Canadian Bank of Commerce, Toronto; Mr. W. A. Campbell, Deputy Minister of Public Works for Ontario, Toronto; Mr. W. W. Collier, Detroit, Mich., the retiring president of the Association; Mr. W. F. Cockshutt, Brantford, Ont., and many others.

Mr. Byron E. Walker, who spoke to the toast "Commercial Relations" stated that the success of a country's commercial industries was due to the wealth and prosperity of agriculture, which in turn was immeasurably dependent on labor saving implements and machinery for the farm. Referring to the matter of reciprocity, the speaker stated, that the day was passed when such was desired by Canadians. They were no longer terrorized by the thought of losing the United States market, but were continually at work building up a profitable relationship with many other countries. The people of this country were most desirous of developing commercially and industrially, just as the United States had done but, they no longer desired reciprocal trade relations. They firmly believed in such a policy as far as the exchange of products was concerned, but no further. The speaker said: "We are willing to trade coal for coal, wheat for wheat, or we might even trade agricultural implements for agricultural implements, but after twenty years tuition from the United States Canadians must say to their cousins:—'We will not open a market of 6,000,000 to your 80,000,000 if you will not open your market of 80,000,000 to our 6,000,000.'" Loud laughter and applause greeted this statement.

Continuing Mr. Walker called the attention of the guests from across the line to the fact that their available supply of raw material in their own country was being rapidly depleted, owing to the reckless manner it was being pounced upon by manufacturers. This state of affairs was ample evidence that the great natural resources of the country would be exhausted within a few years, and then they would have to turn to Canada, where such resources were in abundance and being conserved, for their supply. He assured them that Canada could wait for this trade, but sooner or later such a state would come to pass. Then American manufacturers would be compelled to erect factories over here, and move over as some were already doing. He further stated that Canadians welcomed the investment of Yankee capital here, and did not begrudge the dividends it paid, their only desire being to have the value of the raw material and the cost of labor necessary to convert it into finished products left here. Mr. Walker closed his address amidst prolonged applause.

If you require a

Fire or Burglar Proof

SAFE

OR

VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. Johnston & Co., Ltd.

776 Main St., WINNIPEG, Man.

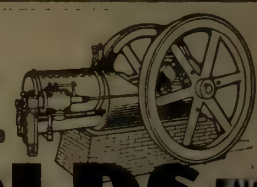
Next.

One of our readers, whose veracity is beyond question tells the following: "The terrible news comes from the western part of the Cherokee nation that a boy climbed a cornstalk to see how the corn was getting along, and now the stock is growing faster than the boy can climb down. The boy is clear out of sight. Three men have started to cut the stock down and save the boy from starvation, but it grows so fast that they can't hack twice in the same place. The boy is living on nothing but raw corn, and already has thrown down four bushels of cobs."

Combine of Sisal growers.

If the plans of a sisal combine do not miscarry there is every indication that twine manufacturers will pay a higher average price for their supply of sisal for next year's trade than they paid for last season's supply. This combination is formed by the wealthiest growers of sisal at Yucatan, who allege that they have organized for the "protection of the small planter, who, being compelled to realize on his fiber is often prevented from obtaining good prices." To accomplish this end the syndicate will buy the product of the small growers, paying them current prices. They will then have control of the market and will be able to force prices whenever they feel so disposed.

Type G Engine



8 to 100 H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." *They excel all others*, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine 2 to 8 H. P. (jump spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.

Olds Gasoline Engine Works, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents, Winnipeg, Manitoba.

Falling off in Foreign Trade.

Canada's aggregate foreign trade for the fiscal year ending June 30th last, amounted to $470,151,289. This is a decrease ot $2,581,749 when compared with the previous fiscal year. The import trade reached $266,834,417, an increase of $7,622,614, and the export trade $203,316,872, a decrease of $7,559,493 in domestic products together. The imports consisted of $157,164,975 in dutiable goods, an increase of $6,566,092.

The returns show that our imports from Britain the last fiscal year were $60,538,811, a decrease of $1,422,098; our exports to the Motherland in the same period were $101,958,771, a decrease of $15,632,605. Canada's purchases from all the British possessions together were $73,662,290, a decrease of $13,121, whilst our exports in the British Empire totalled $113 876,848, a decline of $15,000,000. On the other hand our purchases of nearly $80,000,000, whilst our exports to foreign countries of $87,595,213, represented an increase of $5,491,083. From the United States we took imports of $166,040,890, an increase of over $9,000 000, while our exports to that country were $75,653,015, a betterment of close on $5,000,000. Our trade with France shows an increase of almost $1,000,000 in our export thereto. Germany, in spite of the surtax, sold us goods to the value of $6,642,139, a decrease of $1,386,405, compared with 1904. On the other hand, we sold $1,146,654 worth of goods to Germany, a decrease of $672,569. We sold Newfoundland goods to the value of $3,473,598, as compared with $2,898,690 in 1904, whilst our imports from the colony were $1,050,987, as compared with $1,071,621 in 1904. We imported $6,077,013 from the British West Indies, as against $4,815,768 in 1904, and sold them in return $2,404,232 worth of goods, as against $2,179,774 in 1904.

Concerning Our West.

The following are a few pointed paragraphs regarding Western Canada, clipped from the Trade Reports of the September issue of the Implement and Machinery Review, London, Eng.

"Excellent Canadian wheat prospects are, it is cheering news to note, well within sight. One hundred million bushels is the estimated yield of the present wheat crop in Western Canada, and there is every reason to believe that these figures will be reached. Wheat is now commanding a high price, and this is almost certain to continue, especially in view of the fact that Russia has recently prohibited wheat exports. Therefore, if the price to the farmer is placed at 4s. 2d. per bushel—and this is a reasonable figure considering the present position—there will be at least $100,000,000, or £20,000,000, put into circulation among the farmers as the result of the season's work, and through them among the business houses, giving such an impetus to trade throughout Canada as never was before experienced, even in the prosperous seasons that the Dominion has previously enjoyed.

"This activity will probably mean an increased demand for implements and machinery, as well as for labour, which last must, to a very great extent, be met by Great Britain, the United States, and the Continental countries, as it is considered probable that every able-bodied man in Canada who is able and willing to work can and will be fully occupied. Attracted by many accounts that are appearing from time to time of the marvellous crops in Canada, and of the keen demand for labourers, a very large efflux of people from this country is taking place, and in view of the success that has attended the efforts of those influencing this movement it is only to be expected that this tide of emigration is likely to continue. It must be remembered that most of the male emigrants who enter Canada are users of implements and machinery or tools of a great variety of descriptions, some of which are supplied from this side of the water, and from that point of view the increasing emigration into Canada is a promising feature for our metallurgical industries.

"One hundred million bushels is a large crop. Its significance is, in part made plain by comparing the output expected for the present season with the actual output for last year. The harvest of 1904 in Manitoba and the North-West territory yielded fifty-three million bushels. This year's harvest therefore, is expected to represent an increase of 100 per cent. Canada has, in fact, almost doubled her wheat-producing capacity within twelve months. This wonderful increase is partly attributed to unusually propitious weather conditions, but it is, of course, mainly due to the fact that a large area of new wheat land has come under cultivation.

"These figures bear striking testimony to the great future which lies before Canada as the granary of the Empire. But they only give us a glimpse into that future, without by any means exhausting its almost limitless possibilities. The president of the Minneapolis Board of Trade has recently expressed his belief that within ten years Western Canada will easily produce two hundred and fifty million bushels per annum. And, if that prediction is fulfilled, it almost follows of necessity that the Dominion will wrest the world's wheat market from the States. Certain it is that Canada is even now only upon the threshold of her career. She has under cultivation about three million acres, but an acreage of at least forty times that amount is computed to be still available for wheat.

Canadian and United States makers of harvesting machinery may well look towards Canada with hopeful feelings, since the mechanical assistance required by her agricultural population cannot fail to be upon a very extensive scale."

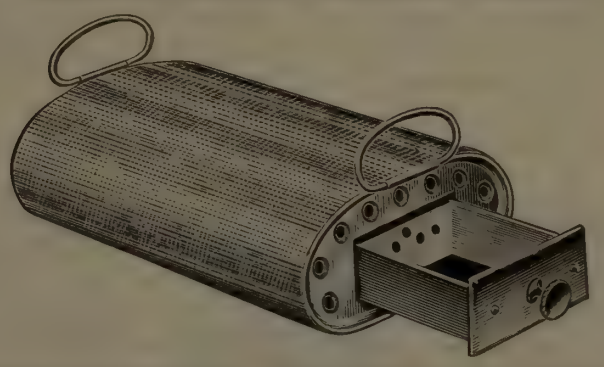
"Life is like a rifle—your hindsight and your foresight must be in accord to hit your target."

Canadian Plants of American Manufacturers.

To American manufacturers who are reaching across the Canadian border to broaden the market for their output, says the Iron Age, the attitude of the Canadian Government may seem hostile and even unjustifiable, as it is admitted that the public wants American goods, which the merchants are compelled to supply. As a matter of fact, however, Canada has a definite object in view beyond the repletion of her treasury, and certainly beyond the protection of manufacturers in England, a matter about which she is probably not very solicitous. The Canadian spirit looks for the advancement of Canada's manufacturing interests and the protective policy has been deliberately adopted with a view to making the country industrially independent not only of foreign manufacturers, including England, but also of those in the United States. In following the course which has been chosen Canada hopes to lure or goad the American manufacturer to establish Canadian branches, thus transferring a portion of his investment to the Dominion and

Throw Away the Brick

Or Piece of Soapstone you have used in former winters to keep your feet warm driving.



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They are practically indestructible and will last as long as the vehicle. Every one is strong and handsome and they are so inexpensive that all who ride or drive in cold weather can afford one.

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ASK YOUR JOBBER ABOUT THEM.

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237 Ontario Street, CHICAGO.

securing the expenditure of a portion of his operating expenses within her bounds. Handsome as the returns from the custom house might be, the returns from taxes, rental or purchase of land, supplies, etc., and from the employment of labor, would tend much more effectively to the economic advantage of the country. Therefore the American who seeks to protect his patents, to increase his trade and to avoid the payment of heavy duties and the dozen and one annoyances and delays of official red tape, by establishing a Canadian plant, takes the course which is purposely left open for him by the far-sighted Canadian legislators.

When he has committed himself to the project be finds also that a premium in placed on the nominal, if not the actual separation of the branch from the parent house, and he is practically obliged either to incorporate under the laws of the Dominion or to organize a distinct Canadian company to take over and operate his plant.

An American house that is doing a fair and steadily increasing business in the provinces, despite all official discouragements, is naturally led to believe that if such hampering features could be avoided the business might be rapidly built up to large proportions, with a concomitant increase in percentages of profits. It is, therefore, tempted to make the trial, although it is clear that the experiment, if unsuccessful, will be expensive. A siderable number of American manufacturers in the hardware and related lines have accordingly, within a few years, established branches in the Dominion which were more or less closely and openly identified with the house in this country.

The results, so far as can be observed, have not been uniformly encouraging. Canada is growing, but it is still so thinly populated, and the purchasing power per capita is so low, that opportunities there are in no sense commensurate with those in the United States. Some who have made the venture, especially those whose products are not in very general consumption, state frankly that the resulting growth of their business has not been as rapid as was anticipated. It has been found that the low factory costs in their large plants here running to full capacity cannot be maintained or even approximated in their Canadian works, inasmuch as many of the heaviest charges remain constant in spite of a much smaller output. This could not be corrected by increasing the production, as they were already making all the goods the market would absorb. It was even found impracticable to invest in the best machinery and appliances necessary to obtain the minimum cost, as the interest on these would more than offset the saving on the small total of goods turned out. Several of the firms referred to are continuing to run their branches as economically as possible, believing that greater opportunities for business will soon be presented because of the rapid development of the Northwest.

On the other hand, a number of manufacturers are apparently operating Canadian factories with moderate but still reasonable success. Some, indeed, preserve a reticence that may cover an unwillingness to encourage competition. It may be doubted, however, if there is a continuance of the rush to locate in Canadian territory which was observed a few years ago. It remains to be seen, however, to what extent the dominance of a decided Canadian spirit which gives preference to goods purchased within the Dominion will make it increasingly difficult for outside manufacturers to find a market within her borders.

Evidences of Real Prosperity.

It is seldom that any country enjoys uninterruptedly an era of continued prosperity without a break in the sky line, says the Implement Trade Journal. In nearly every case some clouds lurk upon the horizon, giving warning of an approaching storm, even if remote.

The present time, however, seems to show a cloudless sky.

Throughout the length and breadth of our land the wheels of business and commerce are humming, louder than ever before, while the farmer, the source of nearly all our prosperity, fairly staggers under the burden of the wealth of his tremendous crops.

In almost every line of manufacture the demand, at good prices, exceeds the supply, in spite of an almost unprecedented period of rushing business.

Abroad, the nations cry to us for bread, for mills to grind it, for steel and locomotives to transport it and for implements to till the time-worn soil of their effete lands which fail to respond to the poor stimulus of their ancient tools.

And the great West supplies the bulk of the food with which our own and other nations must be fed; and this more and increasingly every season.

What wonder, then, that the West is the great centre of activity, the lode-star toward which the manufacturers of the country, as well as the consumers of our products, turn with appreciative eyes?

Every indication points to a continuation of the present era of opportunity and prosperity. No unsettled system of finance calls a halt on legitimate endeavor, and with the gaze of an admiring and grateful and needy world riveted upon America, with hands outstretched to welcome our agricultural and manufactured products, even more than we can actually spare out of our wonderful abundance, what more is there to be desired in the way of material prosperity?

If our growth in moral force keeps pace with our material prosperity, there seems to be no reason why our present pre-eminence and success should not continue as a permanent factor, and that hard times and panics should be known only to the reckless or improvident and to the student of history.

Truly, these are extraordinary times in which we are living, and we ought to appreciate and be thankful for and make the most of them.

Crude Oil Instead of Gasoline.

An Eastern gas engine company has been experimenting with crude oil as a fuel for its engines and believes it has accomplished its object. Liquid oil is injected into the vaporizer, where it is heated by the exhaust of the engine and so converted into gas, a special arrangement preventiug the crude oil from reaching the cylinder and corroding the valves and rings. The vaporizer is a simple affair, consisting of a vertical cylindrical chamber surrounded by a shell, with an annular space between, through which the exhaust gases pass from the engine. The inner chamber contains about 20 horizontal cast iron plates, which are connected with the walls of the chambers so that the heat of the exhaust gases is communicated to them. Alternate plates have openings at their centres and the intermediate plates have

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The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

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openings at their edges. Oil being introduced at the top flows down by gravity over the plates, following a tortuous path. The heat of the plates causes the oil to be raised higher and higher in temperature until practically all of it is gasified. Any oil which reaches the bottom without being evaporated is returned to the oil tank and repassed through the apparatus. Before starting, when the vaporizer is cold, it is necessary either to use gasoline in the engine until the vaporizer becomes heated up or to apply heat in the bottom of the chamber for 20 minutes or so until the vaporizing action has been established.

Both comparative cheapness and safety argue strongly in favor of the use of this fuel, the cost of which is claimed to be about five cents per horsepower per hour, and in some localities considerably less. —Implement Trade Journal.

Siberian Trade and the Manufacturers.

In a recent issue of the London Daily Mail appeared an article evidently inspired by the report of Mr. H. Cooke, Special Commissioner of the Commercial Intelligence Committee of the London Board of Trade. This gentleman has just returned from Russian Siberia where he has made an extended tour, investigating conditions governing trade in that country. In an able and convincing manner Mr. Cooke shows the attitude of Siberia towards British trade and traders. He shows how and why American and German competition have outdistanced Britain, though goods of British manufacture are everywhere recognized of superior quality and he gives the following reasons for this state of affairs:

(1.) British goods too expensive; (2) British commercial men not enterprising enough, goods not sufficiently pushed; (3) absence of British agents on the spot; (4) disinclination of British manufacturers to do business on the rooted credit system of the country; (5) the use of the English language (not understood by the majority) in the place of Russian or German; (6) British dislike for anything but big business; (7) lack of British advertising in the numerous Siberian newspapers.

By means of these statements Mr. Cooke clearly shows the market that awaits the hustling British manufacturer and merchant. He should and would, very likely, be accorded the preference from Siberians in view of the fact that Britain is the largest purchaser of their butter and other products, thus supplying the peasants of that country with the funds necessary to provide themselves in increasing abundance with separators and dairy appliances from Denmark and Sweden, and agricultural machinery from the United States.

Speaking of the country and conditions Mr. Cooke further states:

"Siberia is in some respects a primitive and outlying region of vast dimensions, of hitherto primeval communications and customs but now in a state of commercial transition. Its centers, thanks to the railway, are now easily accessible. The American, the Dane and the German are there already and have captured some of the most fruitful fields it affords for enterprise. If what remains does not at present offer any vast opening for special branches of British energy, it is at least not a market to be passed by. These rich regions will be to Russia's increasing millions what our colonies are to the British Isles."

"At Irkutsk I met a machinery dealer who informed me he could do business in the following classes of goods. Portable engines, river steamers, dredging appliances, small tugs, hand machinery for carding cotton for Manchuria (hitherto unobtainable at Irkutsk) turbines, belting, light nickled baths, sanitary appliances and cheap filters. He told me he had applied by advertisement in the British press for boring, printing and mineral water machinery, railway appliances, gold mining plant, traps for animals, and stubbing machines, but the answers and catalogues, of which he showed me a bundle, being exclusively in the English language, he was was able to make nothing of."

Besides Stamps.

Druggist—Well, I had a pretty good day to-day.

Wife—I thought you would have. According to my count more than 200 people entered the store.

Druggist—Yes; and the beauty of it is that eight of 'em wanted to buy something. — Louisville Courier-Journal.

Could Not Fill the Order.

He was a sad-faced tourist, and as he seated himself in a London restaurant he was immediately attended by an obsequious waiter.

"I want two eggs," said the customer, "one fried on one side and one on the other."

"'Ow is that, sir?" asked the astounded waiter.

"Two eggs—one fried on one side and one on the orther."

"Very well, sir."

The waiter was gone several minutes, and when he returned his face was a study.

"Would you please repeat your horder, sir?"

"I said, very distinctly, two eggs—one fried on one side and one on the other."

Oppressive silence, and then a dazed "Very well, sir."

This time he was gone longer, and when he returned he said, anxiously:

"Would it be awsking too much, sir, to 'ave you repeat your horder, sir? I cawn't think I 'ave it right, sir, y' know."

"Two eggs," said the customer, sadly and patiently; "one fried on one side and one on the other."

More oppressive silence and another and fainter "Very well, sir."

This time he was gone longer. When he returned his collar was unbuttoned, his hair dishevelled and his face scratched and bleeding. Leaning over the waiting patron he whispered beseechingly:

"Would you mind tyking boiled heggs, sir? I've 'ad some words with the cook." — Baltimore American.

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Heading Northward.

Construction work is at present being rapidly carried on, on an eighty mile extension of the Temiscaming and Northern Ontario railway. The company has 113 miles of line in operation to New Liskeard, Ont. Surveys have been made to the Abittibi, thirty miles further north, making a total of 223 miles. This line will run through to James bay and reconnaisance parties are out as far north as where it crosses the proposed line of the Grand Trunk Pacific, and an exploration party is now looking for a good navigable harbor on the bay, where the terminals will be located.

Prove It.

The following item has been going the rounds of the trade press of late. As we have not yet had an opportunity to test the authenticity of the information, we cannot vouch for it. We will, however, leave it to those of our readers who care to make the experiment to report results. "When a splinter has been driven into the hand it can be extracted by steam. Fill a wide-mouthed bottle nearly full of hot water, place the injured part over the mouth and press it slightly. The action thus produced will draw the flesh down, and in a minute or two the steam will extract the splinter, also the inflammation. Try it and be convinced."

A New Country.

"Go North, young man, go North," is now the revised form of Horace Greeley's famous "Go West" maxim. Half a century ago Opportunity was the hostess of every city in the broad Mississippi Valley, and a quarter of a century ago fortune and fame lured the ambitious youth of the continent west of the Rocky Mountains. Horace Greeley was right, and Canadians as well as Atlantic States boys accepted his advice with profit. But even in that fair haven of opportunity necessity had to wait upon invention. Factory and transportation machinery were in their first stages of evolution, and agricultural implements were slowly shaping themselves to the service of expansive farming. To-day all this is the contribution of American genius to the development of the great empire north of latitude 49. The greatest wheat crop in the world has just been harvested in the new Provinces of Alberta and Saskatchewan. Where wheat grows so abundantly people must go and cities must arise Because of the great material heritage of these people, the development of this new nation will be much faster than it was in the West of the United States. The youth of wisdom and ambition who dreams of great things should not overlook these significant facts. To-day the index finger of opportunity points north. —Colliers.

C. N. R. Nearing Edmonton.

Work on the main line construction of the C. N. R. to Edmonton is being pushed forward as rapidly as possible, and there is little doubt that the steel will be laid into the new capital of Alberta before the snow flies. It is within fifty miles of that point at present and the surfacing gang are close up with their work. The speed with which the building of this line has been carried on may be gathered from the fact that during the season of 1903, construction was begun at Grand View, and the company were then rushing matters to get to the White Sand River before the close of that season. President McKenzie, accompanied by Mr. H. George, a prominent financier of Edinburgh, Scotland, recently took the official car, the Atikokan, to the end of the steel, driving the balance of their journey to Edmonton.

Tips for Cigar Smokers.

Don't use a holder.

Don't smoke continuously.

Don't chew the end of a cigar.

Don't smoke fast, smoke slowly.

Don't tear the leaf of your cigar by biting off the end; use a cutter or sharp knife.

Don't "worry" a cigar by constantly flicking off the ashes; they will fall off at the proper time.

Don't smoke a cigar like a fire engine; it will become needlessly heated, and its good points impaired.

Don't squeeze or pinch a cigar until it cracks; you'll damage both the wrapper and the bunch wrapper and cause the cigar to "leak."

Don't relight your cigar until you have blown through it once to remove the stale smoke; when relit, the flavor will not have been impaired very much.

Don't light your cigar unless you are drawing on it simultaneously; otherwise you convert the tobacco into carbon, and spoil the flavor and aroma of that which is unburnt.

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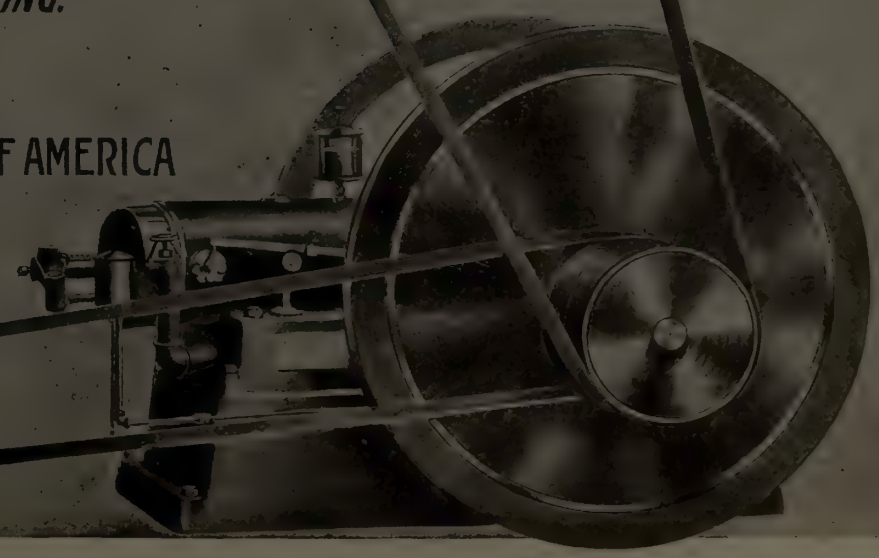

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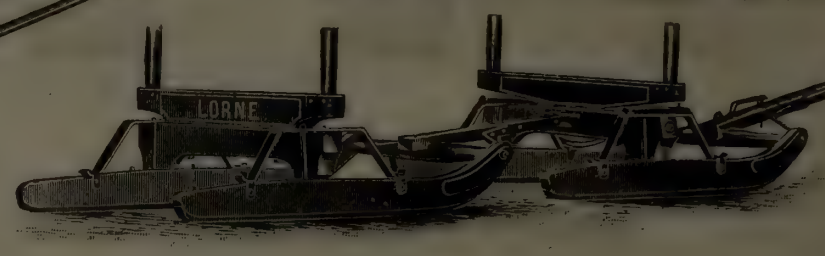

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It has just Double the Capacity of any other Pump. Notice the Twin Cylinders By means of the Double Capacity you save 50% labor and 50% wear on your Pump.

It will also operate 50% easier than any other Pump **because** one **Rod** will balance the other, no matter how deep the well. A four-year-old child can operate this Pump in a 50 foot well.

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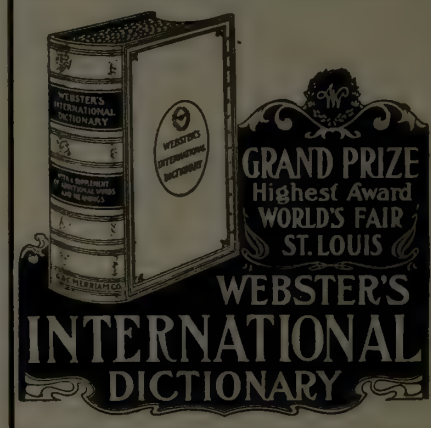

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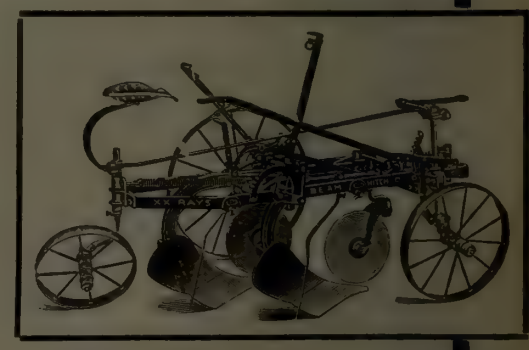

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Mr DEALER:--

Do you know that we carry the biggest line of Fall and Winter goods in this trade? If you want anything in the line of Sleighs, Feed Cutters, Grinders, Pulpers, Wood or Pole Saws, Horse Powers, Jacks, Wheel Barrows, &c. We can fit you out with what you want, and at right prices.

Stock carried at Winnipeg, Brandon, Regina and Calgary.

Just Out! WRITING IN SIGHT.

L. C. SMITH & BROS. TYPEWRITER

W. J. ARNOTT, Sole Dealer Western Canada

NOTE.—We have a large stock of **Second-hand Machines** for **Sale or Rent**—**Remingtons, Smith Premiers, Underwoods, Olivers** and **Empires.** These machines are all in good order, some as good as new.

W. J. ARNOTT, 404 McIntyre Block, WINNIPEG, MAN.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

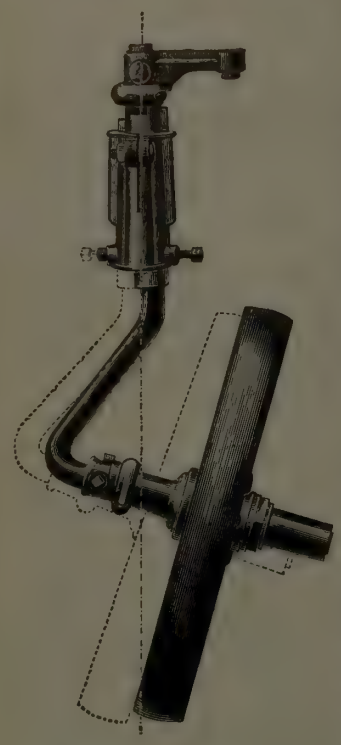
SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

Big Business Builders

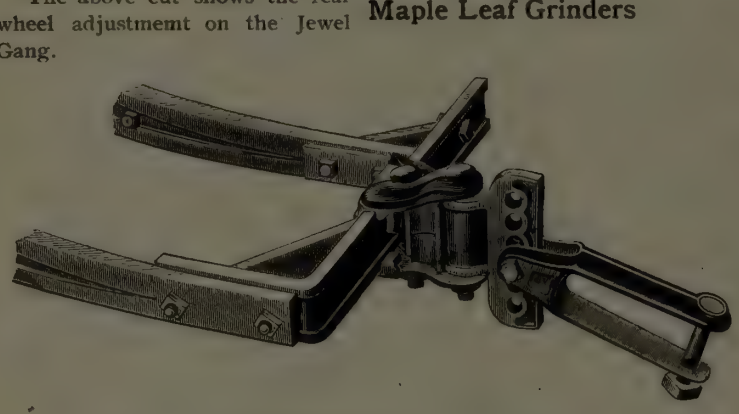


The above cut shows the rear wheel adjustmemt on the Jewel Gang.

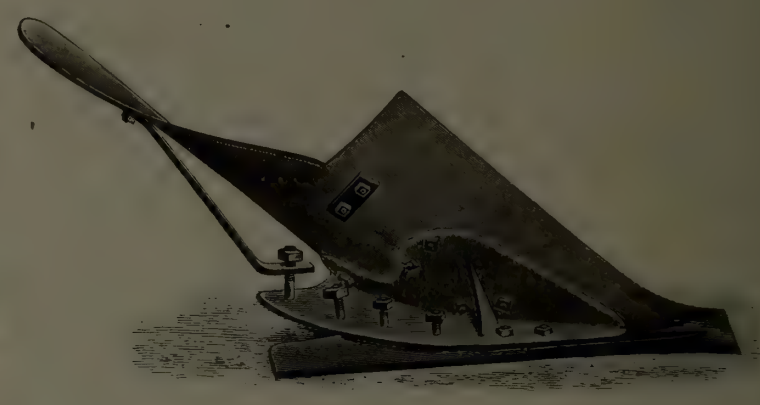
OUR LINES.

Riding Gang Plows
Walking Gang Plows
Sulky Plows
Disc Plows
Walking Plows
Combination Plows
Disc Harrows
Iron Harrows
Lever Harrows
Field Cultivators
Scufflers
Land Rollers
Double Disc Drills
Single Disc Drills
Shoe Drills
Hoe Drills
Adams Wagons
Adams Sleighs
Armstrong Carriages
Armstrong Cutters
Ideal Windmills
Maple Leaf Grinders

NEW JEWEL GANG PLOW



Cut showing Hitch on Jewel Gang.



Cut showing Standard used in our Jewel Gang which adds great strength to this part of the plough.

DEALERS

Are you looking for an up-to-date line of Implements for 1906, if so write us and we will furnish full particulars of our Money Makers, or better still will have one of our Travellers call on you if at all possible.

INTERCHANGABLE DISC AND SHOE DRILLS.

The Cockshutt Drill

is the friend of both Dealer and Farmer. The leading Drill in the Canadian North-West. It has all the latest improvements and is made in all sizes to suit all conditions of soil. It will get you the Drill trade of your district.

Cockshutt Plow Co., Limited, Winnipeg

FACTORY, BRANTFORD.

CANADIAN FARM IMPLEMENTS

Vol. II, No. 5. WINNIPEG, MAN., NOVEMBER, 1905. SUBSCRIPTION PRICE { Per Copy 5c Per Year 50c

Practical Operation of Mutual Fire Insurance Companies.

We reproduce herewith a most instructive address on the "Practical Operation of Mutual Fire Insurance Companies," delivered by Mr. Warren D. Oakes, Chairman of the Fire Insurance Committee of the Carriage Builders' National Association, and presented to that body during the recent convention in Philadelphia. As many of the dealers throughout our territory are greatly interested in this important subject, and as it is one of the chief reasons why a dealers' organization should be formed, we trust that it will be of use to our readers. Mr. Oakes has had sixteen years experience in fire insurance matters in Indianapolis, and is therefore in a position to speak with authority on the subject. He is now superintendent of the Parry Manufact'g Co., buggy manufacturers at that place. The following is the address:

"In the early days of fire insurance, and not so many years ago either, many people refused to take insurance because they said that fire was the punishment of God, and that it was wicked to try to protect yourself from loss. But that kind of nonsense has all died out. People who suffer loss by fire, with no insurance get scanty sympathy from their neighbors nowadays. A business man realizes that he needs insurance for the protection of his credit, as that is one of the first and leading questions asked him when he desires to buy goods on time. He needs insurance to protect himself against loss after buying the goods, and finally he needs insurance to protect his creditor against loss.

We may roughly divide carriage factories into two classes——the large and the small. The large factories are usually of brick, with mill construction and automatic sprinklers, and getting a rate that ranges from a quarter to a half of 1 per cent., so that we do not need to consider them farther. But with many of the smaller factories the rate varies from 2 to 6 per cent. Much of this enormous rate is due to our own carelessness and negligence. The insurance companies are not looking for bad risks. They want good ones. You can make your risk good in 99 cases out of 100 and save in premiums enough in one year to pay the cost of improvements, so that the saving each year after the first is clear profit.

IMPROVEMENTS THAT EFFECT SAVINGS.

Ask your agent to give you the printed Woodworkers' Schedule. If he doesn't have it, tell him to write to the inspector who rates your factory and get you one. You will see that by enclosing your stairways you can save 5 cents on your rate. Take out kerosene lamps and save 25 cents more; or, if you burn gas, protect your swinging jets with guards and save 10 cents. Put a watchman at your factory nights, Sundays, holidays and at all times when the plant is not in operation and thereby save 25 cents. Cut off your brick boiler house by fire doors and save 50 cents Substitute metal for wood in the chutes that convey shavings to your boiler and the rate drops 15 cents.

Putting up permanent ladders on the outside of buildings makes rate 5 cents lower. If you put a single fire door to opening in brick division wall (outside of boiler room) it saves 10 cents and a double door saves 20 cents. Arrange your shafting so it is not in the least underground or concealed and you can save 25 cents. Drip cups under main shaft bearing mean 5 cents. Heating glue pots by gas or steam saves 5 cents. Keeping your factory clean, not crowded and jumbled up, and with care means 25 cents per $100 in your pocket. One water barrel with six pails to each 5,000 square feet, and in lieu thereof in finishing room at least three pails of sand, is a saving of 10 cents. Whitewashing inside is the means of keeping you from spending 10 cents.

Don't build a covered frame or ironclad bridge from building to building without approved fire doors at each end unless you want to pay 10 cents per $100 annually. If you allow a locomotive to run inside your building your rate is exactly doubled. If watchman reports to the American District Telegraph Co. you save as high as 15 cents. Don't forget that if you waive your right of recovery from a railroad company from loss or damage by fire that the insurance company will raise your rate 10 per cent. It is also well to remember that no exposure charge is made to a brick building that has fire shutters.

If there were not violations every day it would seem needless to call attention to the fact that it is necessary to get permission noted on the policy for "other insurance" or for repairs to buildings. It is also required to state when a building stands on leased ground, and more than one man has lost every dollar of his policy because he did not comply with this provision.

"GET MUTUAL INSURANCE."

We now come to the main part of this discussion, for, after all the preceding is said and done, the manufacturer has attained only partial relief. To obtain your insurance at the lowest possible cost, we say "get mutual insurance." This is not said hastily, but only after sixteen years' study of the question much of which time your chairman was working in the insurance business himself. The original "mutual insurance" was in the good old days when in case of fire the farmers around would gather and help the unfortunate one build a new log house and give him blankets and furnishings from their own scanty store. But as the population increased this primitive plan was not adequate. Mutual insurance companies were the logical outcome, and that, too, scores of years ago. Its operation is successful and has stood the test of years. The strength of the factory mutual insurance company is the association of a selected class of manufacturers for the purpose of insuring their factories against fire.

Selection, isolation and inspection of risks; it is the cheapest and safest insurance to be obtained.

The management of the company is vested in a board of directors chosen from its members elected annually by the members (policy holders of the company) every policy holder having an equal voice. The moneys of the company are placed in depositories as designated by the board of directors. The treasurer of the company is required to give an approved bond in an amount sufficient to fully indemnify the company against any possible loss in his office. No agency business is done, all business of the company being transacted directly with its members. No general, mercantile or promiscuous business is written, no matter of what class. No commissions are paid for obtaining business.

PROFITS GO TO MEMBERS' CREDIT.

Executive officers and employee. of the companies are paid salaries commensurate only with the duties they perform. Expenses are thus kept at the very minimum, and there is no incentive whatever to accept undesirable business. All the profits arising from the business go to the credit of the members of the company. Under this plan you employ your own men, who receive their instruction from your own executive officers, who look carefully after your own interests. These facts cannot be too strongly emphasized. You are thus enabled to secure proper inspection, adequate protection and prompt and intelligent settlement of losses.

The result of conducting the business of insurance upon these well-established principles is shown in the official figures of the insurance departments of the several States, viz.: A reduction of the expenses of operation from a stock company average of about 40 per cent, to an average of about 15 per cent, and a reduction of the loss ratio from 58 per cent. to less than 30 per cent. of the premium income. This means that about half your premium will be returned at the end of each year.

Because the insurance is absolut-

ely confined to a selected class of isolated risks, the management of the company is enabled to study the moral, financial and physical hazard of each risk. Thus undesirable risks are avoided, and a conflagration hazard entirely eliminated.

The limit of insurance on any one risks is $5,000 to $10,000. Don't take it for granted that all mutual companies are good nor that each is as good as the other. Look them up in Alfred M. Best's insurance reports or any other insurance authority. We might mention the one that the flour mill men have—the Indiana Millers' Mutual Fire Insurance Co.: the one that the hardware men have—the National Hardware Mutual Fire Insurance Co., and last and best—the one we all have—The American Manufacturers' Mutual Fire Insurance Co., of Indianopolis.

ENCOURAGE MUTUAL COMPANIES.

George A. Brockway, on our committee, hits the nail on the head when he writes as follows:

"It seems to me it is for the interest of the manufacturers to protect their plant in every possible way and then encourage mutual companies. In fact, I intend to place insurance with some mutual companies in your State (Indiana). While they are not authorized to do business in this State, yet I feel the insurance would be good and a loss would be paid provided it should occur. I am a firm believer in mutual insurance, provided the management is in control of good business men who will take the time to look after it and see that everything is conducted as it should be.

"There is no question but what the carriage manufacturers of the United States have paid thousands and hundreds of thousands of dollars into the insurance companies over and above the losses that have occurred within the past twenty-five years, and if the insurance companies do not happen to have his money they have paid it out on other losses. It is my judgment that each class of risks should stand on its own bottom and that a rate should be charged carriage manufacturers that will take care of the losses as they average up from a term of years. I am unable to make any further suggestions, but I repeat that I think in the future it is up to the carriage manufacturers of the United States to encourage and foster mutual fire insurance companies."

Mr. Dooley on Strikes.

The following remarks of "Mr. Dooley" on the matter of strikes, are particularly appropriate at the present time, when the printers of North America are making such a strenuous fight for an eight hour day:

"I see th' strike has been called off," said Mr. Hennessey.

"Which wan?" asked Mr. Dooley. "I can't keep thrack iv them. Somebody is sthrikin' all th' time. Wan day th' horseshoers is out an' another day th' teamsters. Th' Brotherhood iv Molasses Candy Pullers sthrikes, an' the Amalgamated Union iv Pickle Sorters quits in sympathy.

"Th' carpinter that has been putting up a chicken coop f'r Hogan knocked off wurruk whin he found that Hogan was shavin' himself without a card fr'm th' barber's union. Hogan fixed it with th' walkin' dellygate if th' barbers, an' th' carpinter quit wurruk because he found that Hogan was wearin' a pair iv non-union pants. Hogan wint down an' had his pants unionized, an' come home to find that th' carpinter had sthruck because Hogan's hens was layin' eggs without th' union label. Hogan injooced th' hens to jine th' union. But wan iv them laid an egg two days in succissyon, an' th' others sthruck, th' rule iv th' union bein' that no hen shall lay more eggs thin the most reluctant hen in th' bunch.

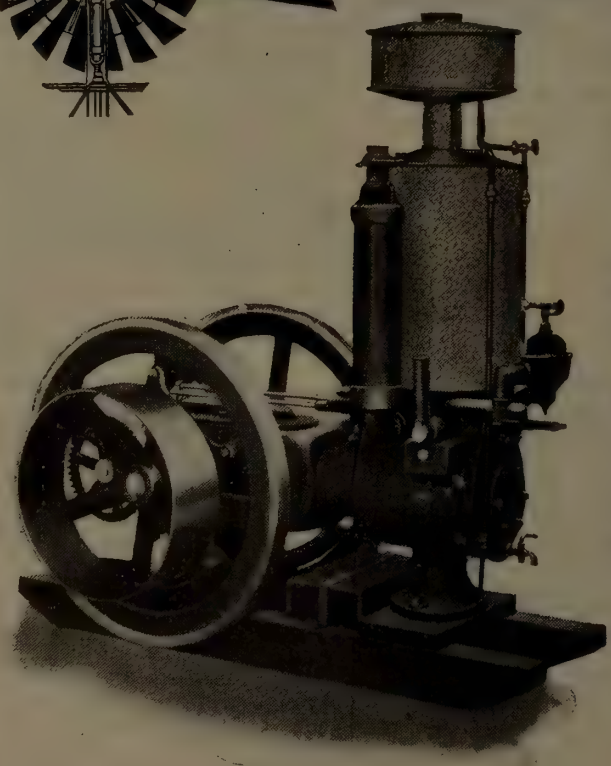
"It's th' same ivrywhere. I haven't had a sandwich f'r a year, because ivy time I've asked f'r wan ayether th' butchers or th' bakers had been out on sthrike. If I go down in a car in th' mornin' it's eight to wan I walk back at night.

"Th' unions has desthroyed all individjool effort. Year be year th' hours iv th' misguided wurrukin' man has been cut down, till now it takes a split-second watch to time him as he goes through th' day's wurruk."

THIS IS THE
ONTARIO LINE

GET CONNECTED WITH IT.

It carries POWER with it for both the Dealer and his Customer.



WINDMILLS for Pumping and Power, sizes: 8, 10, 12, 13, 14, 15 and 16-ft.

TOWERS any height. **TANKS**, wood or steel, all sizes.

PUMPS, wood, iron, double acting, fitted for any depth of well. **ELEVATED TANKS** for Fire Protection, Town water supply and Railroad work.

CYLINDERS, brass, iron or porcelain.

STICKNEY HORIZONTAL GASOLINE ENGINES for pumping, electric lighting, elevator work, farm work, sawing wood, or for power plants of any kind. Sizes: 2½, 4½, 6, 9, 12 and 15 h.p., stationary or portable.

STEEL SAW FRAMES and **SAWS**, 24, 26, 28 and 30-inch.

TORONTO GRAIN GRINDERS, 6, 8, 10, and 12-inch plates

B. BELL & SON—Horse and Tread Powers, Feed Cutters, Land Rollers, Root Pulpers.

EMPIRE CREAM SEPARATORS.

Write for particulars and our new catalogue and price List.

LIVE AGENTS wanted in unoccupied territory.

Ontario Wind Engine & Pump Co., LIMITED

83-91 CHAMBERS STREET, WINNIPEG.

Post Offices Just Opened.

We give herewith a list of the new post offices opened throughout the West, taken from the October issue of the Canadian Official Postal Guide:

Manitoba. — Bethany, Bunclody, Gunview, Rosehill Station, St. Raymond, Scanterbury.

Saskatchewan. — Alyesbury, Benson, Broken Shell, Crooked River, Hill Hall, Hurdman Lodge, Kuroki, Langham, Millville, New Ottawa, North Battleford, Shillingthorpe, Sleipner, Viewfield, White Hawk, Zorra.

Alberta. — Bonnie Glen, Boyne Lake, Cooking Lake, Craig, Foreman, Jackville, Scona, Stewartwyn, Tapscot, Wabamun, Wavy Lake.

British Columbia. — Nahun, Three Valley, Yahk.

Argentina will not tax American Implements.

In our last issue we made note of the fact that it was the intention of the Government of the Argentine Republic to place a practically prohibitive duty on all parts of agricultural implements brought into that country from the United States. Owing to the strenuous protest made by the American Government, acting in conformity with the requests of the implement manufacturers of the States, Argentina has consented to amend its proposed tariff. No duty will be placed on agricultural machinery and parts that can be proved essential as repairs. The bill, however, still provides that a duty shall be placed on the following parts of machinery, and which are designated as "accessories:" Bolting washers, metal pins, belt hooks, nuts, wrenches, chain pulleys, oil cans, steam piping, faucets, saws, eveners, filters and carriage poles.

Export Trade Increasing.

The export trade from Canada to South Africa has been showing signs of considerable increase. A valuable cargo which recently left for that land included over 300 tons of plows and other agricultural implements.

This is also true with reference to shipments to Australia. A vessel which recently left Vancouver for that land carried a heavy shipment of Canadian goods of 2,200 tons, of which 800 tons were farm implements and machinery from manufacturers in Toronto, Hamilton, and Smith Falls. The balance of the cargo was made up of British Columbia salmon.

American Vehicle Prices Advance.

According to various reports received from authentic sources, we are informed that there has been an advance in prices for all classes of vehicles across the line. For sometime such a move has been contemplated, and those who have kept posted on the prevalent conditions of the past few months are not surprised at this action, especially in the case of carriages and buggies.

The increased cost of production entirely warrants this increase on the part of the carriage builders, and there is, undoubtedly, ample reason for the advance by the increased cost of the price of raw material. It is impossible for manufacturers of vehicles to produce goods of equal quality to that turned out for this year, at the same cost. To stick to the quotations of last season, would necessarily mean that either the quality must be sacrificed or the margin of profit considerably lessened.

For years it has been the claim of builders of medium grade work in the United States, that the margins were too small to allow of sufficient profit in the business. When one considers the price demanded and the quality of this work the truth of the statement is fully appreciated. The person who purchased a medium grade vehicle of today, not only gets an article at much less cost than could be procured twenty years ago, but he gets an article of finer style, more conveniences, and of infinitely better quality. During that time there has been no increase in the margin of the builder, but rather a continual shrinkage. This has led to a constantly decreased profit, which has become so small that it can no longer cover the gradually increasing cost.

Unless an advance in price were made, it would be necessary for builders to lower the quality of their product. This would not only be detrimental to their own interests, but also to those of the dealer, and certainly to those of the consumer. With these facts in view the American manufacturers have therefore made a slight advance in the cost of all vehicles for next season's business.

The Eleventh Commandment.

A well-known professor has recently discovered what is supposed to be the eleventh commandment. The text is as follows: "Emas rof yltpmorp tseyap uoht sselnu repapswen ro lanruoj edart a daer ton tlahs uoht." The commandment is easily translated by beginning at the end of the sentence and reading backward.

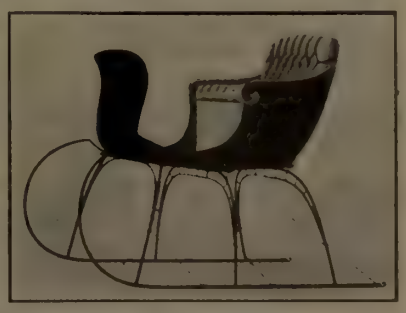
IT PAYS TO BUY AND IT PAYS TO SELL

Palmerston Carriage Co.'s

Carriages, Buggies, Cutters, Sleighs, etc.

"DAN PATCH"
Truss Gear Speeder

This handsome speeder, made expressly for trotting and pacing, is a strong, durable sleigh, and very light, with ample front room for any trotting or pacing horse. Comfortable seat and leg room making a good business or driving sleigh. Seat 19 in. by 30 in., with good spring back. Track, 4 ft.; length of runner, 5 ft. 2 in.; painted in rich colors and trimmed with fine broadcloth and cord.



They lead in Style **They lead in Material** **They lead in Finish**

Write for Catalogue and Prices to

A. C. McRAE, General Agent,

King and James Streets, WINNIPEG, Man.

They Satisfy

And satisfaction increases sales.

You Want all the Profit

your various lines can produce for you. If you are handling a Cream Separator that needs a lot of attention after it is sold in order to make it stay sold, it is eating up the profit.

The BEST MACHINE

therefore, is the one that is simplest in construction and does the best work,

This is the EMPIRE

We not only claim this but will prove it to your entire satisfaction if you will allow us.

One of the secrets of our success is the liberal treatment accorded to agents.

Write us now for the terms of our contract.

The Empire Cream Separator Company of Canada, Limited

Toronto, Canada.

Western Sales Agents:

Ontario Wind Engine & Pump Co. Limited, Winnipeg.

A Step in Advance.

We reproduce herewith a letter which recently appeared in a Western weekly publication, over the name of a firm operating in the town in which the paper is printed. This is something in the nature of a step in advance, and shows that merchants in this country are becoming more and more alive to the necessity of getting in their collections. This is the letter :-

To Our Customers :-

A few words as to our views on the system of giving credits. We have found on referring to our accounts that we are carrying several from year to year which aggregate large sums, with which, if we had the cash, we could carry on our business much more satisfactorily to ourselves and to our customers.

We have realized that if we are to keep on doing business, we must have a better understanding in regard to the matter, and wish it understood that as this is the most bountiful crop that the country has ever produced, and in view of the consequent prosperity and circulation of money attendant thereon, we must have old scores and open accounts, both large and small, settled in full.

There may be exceptional cases which deserve clemency, but we will have to secure such accounts as cannot be paid in full by mortgages on chattels or on other assets; for an account which cannot be paid in this year of plenty, is a poor one for a merchant to carry.

Where Some Dealers Are Weak.

To be successful a merchant must be imbued with such enthusiasm for his calling that he will not fail to believe the articles he is selling are entitled to good prices. His enthusiasm falls short of its full measure if it does not include appreciation of the merit of everything in his stock. A man may take pride in the appearance of his store, in the system which he introduces into his accounts, in the methods which he uses in securing the attention of the public and in the bargains he makes with those who sell goods to him, but he will fail in an essential requirement if he has not such faith in the value of the goods which he sells as to insist upon getting prices which will realize a fair profit, unless, of course, he has an object in making a leader of some one or more lines.

We have known instances in which merchants thoroughly proficient in all the qualities needed to make them successful, have proved weak in selling their goods. This possibly has arisen from overestimating the strength of competition from other merchants or from a natural predisposition to pessimism. The man who looks persistently on the dark side feels that to maintain his footing in the trade he must offer inducements to those who purchase from him and fears to ask a price fair to himself.

The merchant who is thus constituted almost invariably comes to grief. During his career in a community he makes himself a continual thorn in the side of others who are in the same branch of trade. They may all be anxious to keep up their prices and secure a fair return on their investment and proper compensation for their labors, but find themselves unable to do so by reason of his competition. In the case of such a man this competition may not mean that he is endeavoring to increase his trade at their expense, but simply that he has not sufficient confidence in the merit of the goods which he sells to aim to secure what they are really worth. It is unfortunate for himself, as well as for the community, that any merchant should lack that pride in his business which makes him feel that the wares he sells are too good to be sacrificed.—Iron Age.

Proper Power for Cream Separator Operation.

In these days when there is such a great scarcity of farm help, and when that which is to be had is so frequently of inferior ability, though demanding and receiving the highest wages, anything that tends to the lessening of the employment of this costly and unsatisfactory labor is of exceptional value and benefit to the farmer. It has been clearly demonstrated on countless occasions that wherever mechanical power has been introduced into farm work a saving has been effected, the work generally done in a more thorough manner, and always in much less time. It is with these facts in view that we take up the discussion of the most desirable power to use in connection with the operation of a cream separator.

There is a wide difference of opinions on this subject. Some claim one particular kind of power, and some another, but all are unanimous in contending that the proper kind of power with which to run a cream separator is that which will cause the least friction and unsteady motion. Many well-known dairy exports who have written on the subject, and a number

UNEEDA

CREAM SEPARATORS

ARE THE ACME OF PERFECTION.

THEY ARE SIMPLE.

EASY TO ADJUST.

EASY TO OPERATE.

The "UNEEDA" is the low down kind that the operator can turn and attend with comfort. Every part is GUARANTEED for TEN YEARS by the Manufacturers. Dealers make more money selling the "UNEEDA" than any other cream separator. Our terms and discounts are unequaled. Write us and we will convince you of this.

The National Manufacturing Co., Ltd.

C. C. MACDONALD, Manager

Head Office and Factory: *Pembroke, Ont.*

Western Branch: *151 Bannatyne Ave., Winnipeg, Man.*

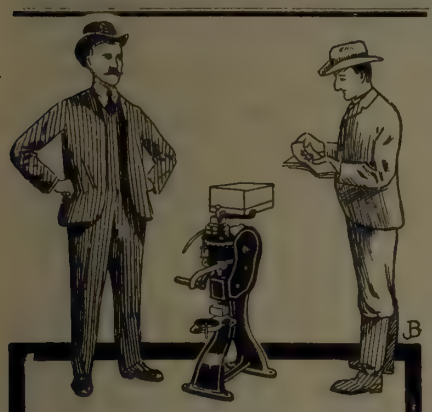
of authorities with whom we have discussed the matter, consider that steam is the ideal source of motive power for this purpose. It is capable of producing a uniform, steady, continuous power, entirely free from any jerky motion, and there is practically no resistance in connection with it. Therefore, if steam power be taken as a basis of perfection, it is imperative that all other powers employed must be equal to performing the work with the minimnm amount of friction and without jar to the motion.

A cream separator is so finely balanced in its construction that it must have an unremitted, uninterrupted power in order to do perfect work. When the machine is turned by hand the pressure on the crank should be the same tension all the way around, and it should never be varied. Very often, it has been noticed, that an operator will pull a little harder when the crank is coming forward, and apply more force when it is going over, than when it is either coming up or going down. This is a great error in the operation of any cream separator. Every motion made on the crank is immediatelly communicated to the bowl, and the important work of that part is thus greatly interfered with. The machanism of the cream separator that connects the crank with the swirling device is so extremely sensitive that any undue variation in speed is instantly recorded, thus any unsteady motion on the crank, to a certain degree, causes wear on the works and is therefore injurious to the life of the machine.

The most vital consideration, however, in connectlon with a variable and spasmodic turning of a cream separator crank, is the effect produced on the skimming ability of the machine. Any power may be used to run a separator as long as it is a uniform power and does not, for an instant, check the speed of the machine during the operation of skimming the milk. When the utensil is not running smoothly and evenly it is not skimming as clean as it should, and therefore the owner is suffering an unnecessary loss. To thoroughly prove the truth of this statement it is only necessary to resort to the Babcock tester. If a sample of milk is taken from a separator that is being run perfectly steady, and another sample taken from the same machine under directly opposite conditions, the difference in the percentage of butter-fat found in the two samples will be a revelation and suprise to those making the test. The machine run in a jerky, unsteady fashion would throw out enough butter fat in the skim milk during the course of a year to equal in value a substantial payment on the purchase price.

The bowl of the cream separator should be slowly and gradually brought up to the required revolving speed, and when the milk is turned on, and during the skimming, it should be kept at that speed in order to secure the most profitable results. Any change in the motion not only means a great deal of unnecessary wear and tear on the internal mechanism of the separator, but also a source of loss to the owner. If a belt is used to connected the power to the separator it should be sufficiently tight to prevent slipping. If it is not tight it will slip thus causing lost motion, consequently unsteadiness.

We do not wish it understood that we are condemning any partycular kind of power and praising any other. Our only aim and object is to show the dealer the desirability of impressing upon his customer, who wants to use prower in the operation of his cream separator, the necessity of securing a power that will at all times be capable of supplying a steady and uniformily even motion. In answer to those who have confronted us with the question: "What is the best power to run a cream separator," we can only say that steam is the ideal motive power, and any other power that gives similar results may be used to successfully operate a machine.



SELLER AND BUYER
quickly close a deal when the U. S. is on sale, for the buyer sees our ads constantly appearing in all the leading farm and dairy papers, explaing fully about the clean skimming, simple construction, enclosed gearing, low milk-tank, automatic oiling and **proven** durability of the improved

U. S. CREAM SEPARATOR

Dealers selling the U.S. get the benefit of these ads. *Show* your customer the machine itself and its evident superiority makes little work necessary on your part to close a sale that.

SATISFIES BOTH.

A case in point was reported recently by Mr. E. L. Craig, Fortescue, Mo., who wrote August 5th: "Enclosed find check in payment of the No. 6 U. S. Cream Separator received the 4th inst. Party took it out on 30 days trial, put it up in the evening, ran two milkings, came in the next morning, handed me check for $100.00, saying, '½ day all he needed.'"

Have you got a U. S. on your sample floor? If not, let us make you a proposition to add a standard and profitable line to your business, for U. S. Separators are sold the year round.

Write us now for particulars.

Vermont Farm Machine Co. Bellows Falls, Vt.

18 Transfer Warehouses centrally located in U. S. and Canada insure

PROMPT DELIVERIES.

Canadian Company to Manufacture Flax Twine.

It is stated that a new company, to be known as the Canadian Cordage Company, Limited, of Toronto, has been formed with a capital stock of $250,000, for the purpose of engaging in the manufacture of binder twine from flax. The prospective company has as provisional directors the following gentlemen: Geo. H. Campbell and J. P. Murphy, Toronto; R. P. Roblin, Winnipeg; A. F. MacLaren, Stratford; Henry Mountain and L. H. Martin, New York; and William MacKenzie of the C. N. R. Company.

Application was recently made to the city of Chatham, Ont., for a free site upon which to erect a plant; also a loan of $35,000 for twenty-five years or a guarantee of bonds for a similar time; exemption from water rates and taxes, or reduced assessment. In return the company propose to build a plant at a cost of $60,000; to employ not less than fifty hands, and to increase this number to between three and four hundred within four years. While nothing definite has been announced with regard to what action will be taken in connection with the proposition a committee was appointed to look into the matter, and it is altogether likely that satisfactory arrangements will be concluded.

Chatham, being centrally located in the midst of an excellent flax growing district, is admirably situated for the location of such a plant, and it is said the promoters of the company particularly favor its selection because of the facilities. It is stated that they propose to pay the farmers $10 a ton, besides pulling the flax, and that twine will sell in the neighborhood of eight cents per pound, as against twelve for manilla.

TRUE HAPPINESS.

To love with all the ardor in the world,
  And feel that you are loved as much by her,
To see a lovely woman's heart unfurled
  Is life's divinest frankincense and myrrh.
But one experience fills the heart with joy
  More sweet by far than love can ever be,
And that's when in some worn-out vest, my boy,
  You run across a long-forgotten V.
A vest that you have laid aside for years—
  That from the wardrobe you find out by chance;
Threadbare from struggling through the vale of tears,
  Divorced forever from the coat and pants,
Unconsciously you slip your fingers in
  Each pocket, then start back at what you see;
No wonder that you wear a happy grin
  When you behold that long-forgotten V.
Money, perhaps, you may have made in chunks,
  Dabbling in wheat or selling real estate;
Why, once I made a hundred thousand plunks,
  When some one cried, "Wake up—it's half-past eight!"
But all this wealth, that quickly comes and goes,
  Is as the merest dross to you and me;
You're never rich till, searching through your clothes,
  You run across a long-forgotten V.

Keeping It Up.

A commercial traveler, so the story runs, once called on a firm where volunteer enthusiasm ran high, and requested to see Mr. C-. He was infomed that Col. C——was out.

"Oh, well, can I see Mr. ——?"

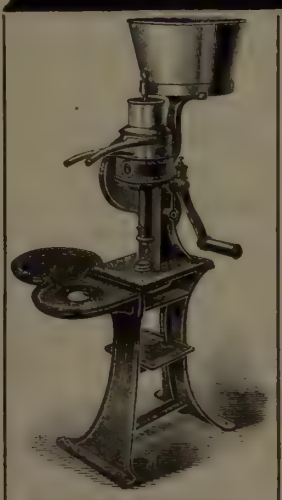
"Maj. —— is also out," was the reply.

Ahem," said the traveler, "then, perhaps, I can see Mr.——?"

"Very sorry, but Capt. —— is attending a musketry class."

Disgusted, the caller turned on his heel, and was leaving, when he was stopped and asked if he would leave any message.

"Oh," he replied, "it's of no consequence but you might just say that Lord Dundonald looked in."



SEND FOR CATALOGUE

DE LAVAL SEPARATORS

The Kind Creamerymen Use

DE LAVAL SEPARATORS point the way to successfu dairying and their operation in dairy or creamery is conclusive evidence that the business shows a substantial profit without the continual drain of petty repair charges against it . . . . . .

To Get Something for Nothing is impossible but a DE LAVAL SAPARATOR at the Catalogued price of inferior machines can be sold by any of our local agents . . . . . .

Awarded every highest prize at every International Exposition for a quarter of a century.

The De Laval Separator Co.,

14 & 16 Princess Street – – – Winnipeg, Manitoba.

MONTREAL TORONTO NEW YORK CHICAGO PHILADELPHIA SAN FRANCISCO.

Regina.

Mr. W. H. Hutchison, President and Manager of the Fairchild Co., of Winnipeg, was in this city for a few days recently in connection with the interests of his company.

Mr. J. McArthur of Cupar, Sask., has gone into the implements business, at that point. He will handle a full line of the Cockshutt Co's., goods.

It is expected that the new building of the Saskatchewan Transfer Co., will be ready for occupany about the 1st., of January. The company will devote the lower floors of this structure to a cold storage business, while those above will be utilized for general storing and forwarding purposes. The building is thoroughly modern in every respect and will cost in the neighborhood of $8,000.

Do you handle Wood Pumps?

Then let us add you to our list of satisfied customers.
We import all our pumps from Tennesse, and they are made from the best Tennesse Yellow Poplar.
Every length of tubing is tested twice under a pressure of sixty pounds.

WRITE FOR PRICE LIST AND DISCOUNT.

Our stock is complete in both house and stock pumps.

The MELOTTE CREAM SEPARATOR Co., Ltd.

124 PRINCESS STREET, WINNIPEG, MAN.

Mr. Henry McKay, formerly of Morden, Man., who is one of the oldest and most successful implement men in the West, has commenced in the implement business at Strassburg, Sask., where he has opened a fine large warehouse. His line is composed of Cockshutt goods. He will also engage in the sale of lumber on a large scale.

It is reported the Frost & Wood Co., of this place, have acquired additional land adjacent to their present location, and it is their intention to considerably enlarge their warehouse during the coming year. This, it is said, was arranged when Senator Frost was in the city a short time ago. Mr. P. Cooper, the popular manager of the company at this point reports and excellent business in all lines during the past season.

Mr. Frank Cockshutt, President of the Cockshutt Plow Co., Brantford, Ont., and Mr. A. E. Mott, Western Manager, recently paid this city a visit on business matters affecting the Company's interests. They were accompained by Mr. Wedlake. plow designer, of Brantford.

New Wagon Seat Invented.

Mr. B. F. Lloyd, of Wawanesa, Man., inventor of what is known and patented under the name of the "Lloyd Handy Wagon Seat," gave us a call a short time ago. This invention is a radical change from the high seat at present generally in use. Instead of extending above the box it is suspended inside by means of four coiled springs. These are of extra heavy material, and are connected with hooks that fit to the top of the box. When the wagon is loaded the seat can be readily and easily hung on the outside, so that it is never in the way, and when the load is removed can be quickly adjusted, and placed at any part of the wagon the driver desires. Its particular features are simplicity, lightness, cheapness, and comfort. It allows the driver to sit low down in the box, giving him ample protection from the wind, and is equally adaptable to a sleigh. Mr. Lloyd informed us that it was his intention to handle this seat through the medium of the implement dealers ot the West.

An estimate of the consumption of lumber by the International Harvester Company in all its different branches is 120,000,000 feet annually.

"He that passeth by and meddleth with strife belonging not to him, is like one who taketh a dog by the ears."

A Binder Twine Trade Evil.

An evil of the binder twine trade that is receiving some attention in the United States at the present time, is the sale of that commodity throughout the small towns and villages of the country, by grocers, blacksmiths, grain buyers, and other irregular dealers. An organization that is taking active steps to put a stop to this method of doing business is the Inland Empire Implement and Hardware Association, composed of dealers operating in the states of Washington and Idaho. This body recently addressed a letter to its members, calling their attention to the loss suffered through this evil, and requesting that no dealer order his supply of twine for 1906 until after the 1st. of January, by which time the Association expects to have evolved a plan for the elimination of irregular competition, — except where the dealer is absolutely certain that the concern from which he purchases his supply will protect members of the trade. The following was the letter sent out :

"The season for the sale of binder twine has passed for this year, and while the twine business, on the whole, has been much better than formerly, so far as making twine bear its just portion of the profits of the business is concerned, in some places it has not been done. The twine business of the Inland Empire was about 1,000,000 pounds this year, and at 1 cent per pound profit it has earned $10,000. This is less than 10 per cent, and is too small a profit with the risks of credit; in fact, on that margin a business cannot live, for salaries, insurance, rents, etc., and all expenses must be paid before a profit can be shown, and still there are localities where the anxiety of the twine jobbers to sell twine has been so great that they have not hesitated to sell to those outside the regular trade. This has resulted in twine being placed with small grocery stores, blacksmiths, grain buyers and others, who, not being dependent upon the twine business for a living, have used it as a bait for the purpose of attracting trade to their regular business. In such cases this has resulted in the regular dealers being compelled to sell twine at cost, and in some cases at less than cost.

"Very little trouble has resulted where twine has been handled by those dealers who are dependent upon the business for a living. Our troubles have, in most part, come from those on the outside. The twine jobbers concede that 90 per cent of their sales are made to regularly established dealers, yet it has been impossible in the past to induce some of them to believe that this 90 per cent of their trade was and is entitled to some measure of protection at their hands in maintaining a retail price on twine that will enable the retailer to live and pay his bills. We wish to submit to you a plan whereby we hope that most of this trouble will be done away with. Our plan is this: Do not buy or contract for your twine until after our January meeting, at which time we will advance a plan whereby we hope to be enabled to solve this problem for next year, unless you are certain from past experience that the parties from whom you buy or with whom you contract will not submit any of the regular twine dealers to the unjust competition mentioned above.

"Of course, it will be better not to contract at all, as we feel certain that by postponing this until our January meeting it will not work to the disadvantage of anyone, and it will help every dealer in the Inland Empire whether he is a member of this associaton or not. The time to decide this matter is right now, before the dealers have tied themselves up so that they are not free to act later for the good of all. If you agree to this plan, please advise the secretary. We feel certain that by acting together much good for the future can be gained for all."

How He Lost.

On a warm and sultry day two tramps were playing a game of poker behind a hay stack. One of them dealt.

"What are you going to bet?" he asked the other.

"I've got a pretty good hand, so I'll open the jack-pot for a hundred dollars."

"All right. I'll see that and raise you a thousand."

"Good! I'll just make it a billion dollars."

"I'll see your billion and, just to make it interesting, I'll raise you a trillion dollars."

"Whew! you must have a good hand. But I'll stay and go you just a quadrillion better."

"That suits me. I'll make it a quintillion better than yours."

The other tramp hesitated and looked at his cards intently. Finally he said;

"The pot is yours. You win on education."

New Twine Plant.

A new concern has been organized at Port Huron, Mich., to engage in the manufacture of binder twine and commercial twines from flax fibre. The company will be known as the Sumners Fibre Co., aud they have already a factory under course of construction.

THE

CANADIAN MOLINE PLOW CO.

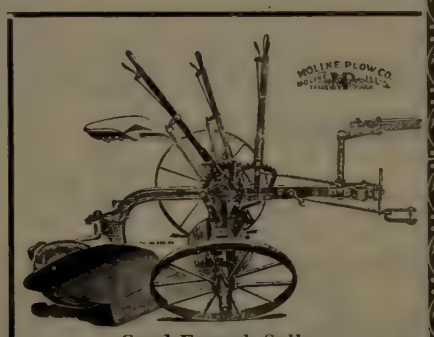
Wish to extend to the Trade a Standing Invitation to Visit them in their NEW PREMISES whenever in Winnipeg. Our new Location on

LOGAN AVE. and CHAMBERS ST.

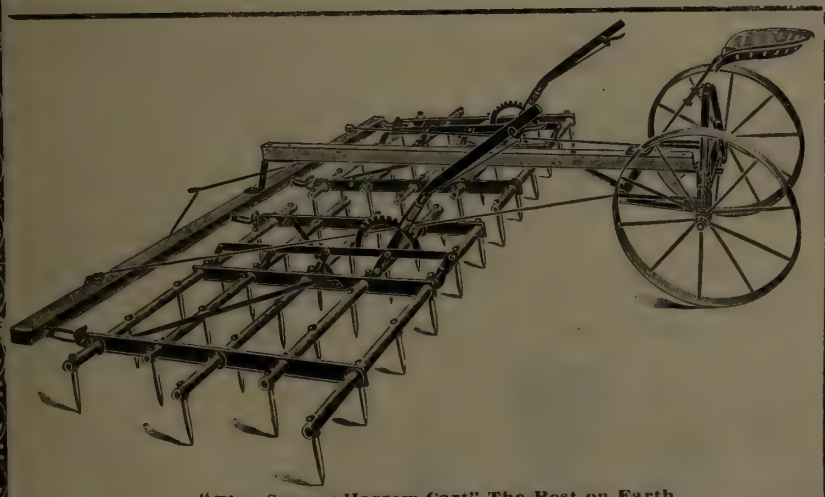
can be reached in a few minutes by taking a Belt Line car at the City Hall. We have a Line of exceptional Length and Strength, Our Contract is reasonable and our prices right.

LET US SHOW YOU OUR

Best Ever Gang and Sulky Plow
The Good Enough Sulky Plow
The Good Enough Gang Plow
Canadian Chief Gang Plow
Moline Disc Plows
Economy Disc Harrows
Moline Lever Drag Harrows
Moline Handle Plows, Breakers ,etc.
Moline Rail Road Plows, Brush Plows, etc.
Mandt Wagons, Mandt Sleighs, Mandt Trucks
Fish Bros , Racine, Wis., Wagons
Crescent Canadian Wagons
Ideal Feed Mills, Horse Powers, etc.
Munro & McIntosh's Line of Cutters
Commercial Bob and Express Sleighs
Success Harrow Carts
Success Grain Drills
Durant-Dort, Carriages, Delivery Wagons, &c.
Henney Buggies and Mountain Work
Webber Fanning Mills
Stover's Ideal & Samson Windmills
Steel Wheel Trucks
Grain Tanks
Etc. Etc. Etc.



Good Enough Sulky.


"The Success Harrow Cart" The Best on Earth.

Send for Catalogues of any of the above and let us show you our complete line when in the City.

CANADIAN MOLINE PLOW CO., Winnipeg, Man.

Elect New Officials.

The Avery Manufacturing Company, of Peoria, Ill., at a meeting held a short time ago elected Mr. J. B. Bartholomew, the vice-president of the company for a number of years; to the presidency, to fill the vacancy caused by the death of Mr. Cyrus M. Avery. Mr. H. C. Roberts, formerly sales manager, has been elected to the office of vice-president. Both gentlemen have been connected with the Avery Co., since its organization. Mr. Bartholomew, the new president, is well-known to many of our readers from his attendance at the Winnipeg Fair in connection with the display of Avery goods.

Have Secured New Line.

The Cooper Gasoline Engine Co., of 313 Donald Street, this city, has secured the selling agency for Western Canada of the "New Way" gasoline engine, which is manufactured by the "New Way" Motor Co., of Lansing, Mich. This is a 3½ h. p., air-cooled engine of excellent workmanship and design, and will undoubtedly prove popular with the gasoline engine using public. The agents claim that the radiating ribs of the cylinder, which are said to be of an improved style, will give greater cooling surface than that heretofore obtained on air-cooled machines and they also state that the manufacturers will guarantee the "New Way" motor to properly operate under full load in all kinds of weather. The Cooper Gasoline Engine Co., will be very pleased to furnish dealers with particulars regarding this engine, and also concerning agencies. When writing this company we would thank you to say you saw this notice in Canadian Farm Implements.

Electric Lighting

Gasoline Engines.

IN every town there is opportunity to place an outfit for furnishing Electric Light for stores or hotels.

We can furnish special Engines fitted with a governor that regulates as fine as any steam engine.

Write us for prices on any size for 50-light capacity and upward.

COOPER GASOLINE ENGINE Co.

313 DONALD ST.,

WINNIPEG, Man.

A John Deere Scrub Breaker at Work on New Agricultural College Farm.

Case of Pronouns.

Tommy Mulligan of the seventh grade was absent from the classroom for one entire day. It would appear that he had played truant, for unknown to Tommy his teacher had spied him trudging homeward with pockets bulging suspiciously when she too was homeward bound that afternoon.

But Tommy brought a note of excuse the next morning, which, of course, would prove that he had been detained at home legitimately. The writing was hardly that of a feminine hand and the note appeared to have been written laboriously and with much blotting; furthermore, the penmanship seemed to be strangely familiar to his teacher. The note read as follows:

'Dear teacher: Please excus Tomy for not comeing to school yestiddy, he cudnot come I tore my pants.—Mrs. Mulligan."

Revised Their Catalogue.

We have just received from the Ontario Wind Engine & Pump Co., a revised catalogue of the well-known Stickney Line of gasoline engines, for which the company are selling agents for Canada. In this brochure they draw particular attention to their 2½ h. p. and 4½ h. p. horizontal engines. These have been designed and built to replace the 3 h. p. vertical engine of the company, which has been withdrawn from the market, owing to the fact that the horizontal model has proven much more popular with the gasoline engine using public. This makes the entire Stickney Line of gasoline engines of the horizontal type. The Ontario Wind Engine & Pump Co., reports a splendid trade for this class of goods during the past year, and will be pleased to mail a copy of this catalogue to any dealer who writes for same. We would thank you, if you write and you should, to mention Canadian Farm Implements.

The Safe Plan.

Traveling Man—"A chop and a cup of coffee, quick! My train leaves in twenty minutes."

Waiter—"Yes, sah; seventy-five cents, sah."

"Do you want pay in advance?"

"Yes, sah. You may be gone before it's cooked, sah."

A VICTOR FEED MILL and a SWEEP HORSE-POWER COMBINED in the one machine.

Victor Feed Mills grind all kinds of grain perfectly. They are of large capacity.

The Horse-Power is a model of strength and high speed. They are made in several styles for two or four horses, and are the best sellers on the market.

Manufactured by the Victor Feed Mill Co., Springfield, O.

Wm. Johnston and Co., Ltd.,

CANADIAN AGENTS,

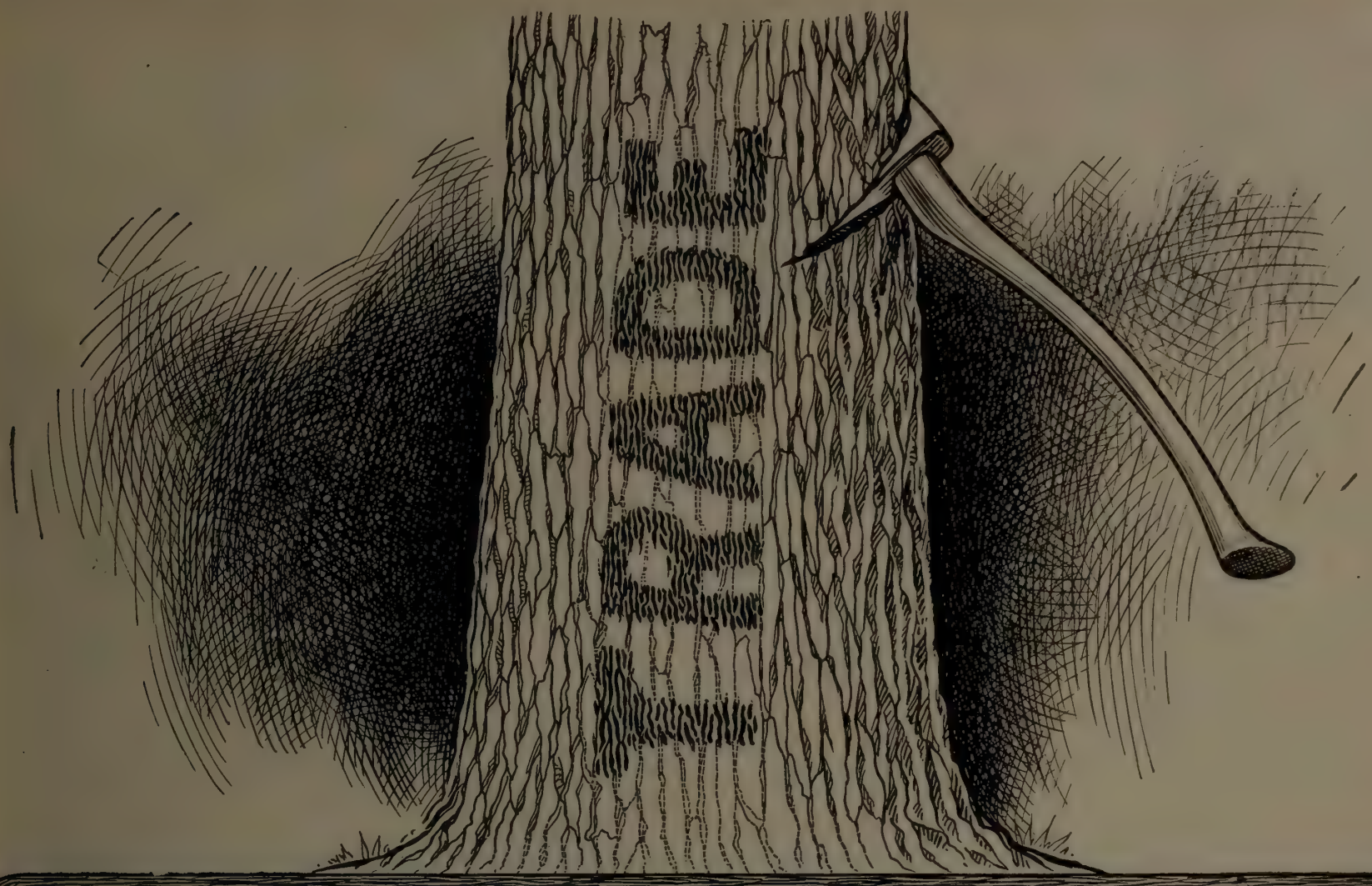
776 Main Street, -- -- Winnipeg, Man.

The Plight of Canadian Twine Manufacturers.

Speaking of the recent decision of the Plymouth Cordage Co., to erect a binder twine plant at Welland, Ont., Farm Implement News says:

"The announcement of the Plymouth Cordage Company's plan to build a large plant in Canada has given the twine manufacturers of the Dominion something to ponder over. For years they have been demanding that a duty be imposed on twine imported from the United States. This would enable them to obtain higher prices and at the same time keep out American twine until their product was sold. Their demands have not yet been complied with, but evidently the Plymouth people anticipate some such action and will prepare themselves to hold their Canadian trade with a branch factory. It is generally believed that the International Harvester Company is already to establish a twine plant in the Dominion just as soon as a tariff is placed upon twine.

Of course these plants would be desirable acquisitions to Canada's industries, but would the Dominion manufacturers be any better off than they are under existing conditions? About the only American competition they now have is represented by these two concerns, the largest twine industries in the world. With plants in Canada the Plymouth and International will surely produce more twine for Canadian consumption than they have ever exported to that country. It therefore appears that by taxing twine Canada will make the commercial roadway of its twine manufacturers harder to travel than it is under free trade in twine. At least it will give them increased competition from American concerns backed by unlimited capital.



IF YOU WANT TO

CUT DEEP

Into the harvesting machine trade, secure a

Deering 1906 Agency Contract

Wherever you find implement dealers you hear the same satisfied indorsement of the Deering line,

"It pays to be a Deering Agent."

Never more true than to-day. Write nearest branch house or see blockman for terms and territory.

INTERNATIONAL HARVESTER CO. OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

Canadian Farm Implements, Ltd.

901-2 Union Bank Building,
Winnipeg, Man., Canada.
Phone 518.

SUBSCRIPTIONS.

Single copies Five Cents. Fifty Cents per year. (Postage Paid Anywhere.)

ADVERTISEMENTS.

Rates Made Known on Application.

Change of Copy for Advertisements should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisements can be received as late as the 10th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. Blakely - President and Manager.
P. G. Van Vleet - - Vice-President

Eastern Office:
1 Wellington St. W., Toronto, Ont.

Chicago Office
4601 Champlain Avenue.
A. S. Core - Representative.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, MAN., NOVEMBER, 1905

Send us your Catalogue.

At this season of the year the majority of manufacturers and wholesalers are preparing their catalogues, and other advertising literature, for the trade of 1906. As far as possible it is our desire to keep a complete list of the various publications got out by our manufacturing and jobbing friends, so that we may have them on file for reference purposes. In view of this fact we would cordially invite manufacturers to send us copies of all catalogues, pamphlets, etc., if they see fit. We assure them they will be cheerfully received.

Implement Imports.

The imports of agricultural implements into this country from the United States for the month of September, totalled in value $235,926, or an increase of $53,954, when compared with the same month of 1904. For the nine months ending September 30th, 1905, the total value of the goods imported amounted to the value of $1,392,688, showing a decrease of $1,554,563 when compared with the same period for 1904.

This immense difference is undoubtedly due to the fact that in 1904 practically the entire output of the International Harvester Co. sold in this country was imported from across the line, whereas nearly all the goods sold by the Canadian Division of that corporation this year have been manufactured in their plant at Hamilton, Ont.

Winnipeg Jobbers Meet.

The Winnipeg Wholesale Implement & Carriage Association held their regular meeting on Friday, November 10th, in the Board room of the Board of Trade Building. There was a large representation of the membership present, with President Joseph Maw in the chair. Several matters of both social and business interest to the Association were discussed. Among the latter was that of the protection of lein orders. It was the unanimous expression of the members present that the interests of each other in the matter of goods not settled for should be mutual, and should receive the fullest measure of protection possible by those in the trade.

Have Severed Connections.

The David Bradley Mfg. Co., of Bradley, Ill, beg to announce to the trade that Mr. M. J. Miller, who has been their Canadian Representative for the past ten months, is no longer in their employ, there being a severance of connections recently. Until further notice dealers will kindly address all correspondence intended for this company to the "David Bradley Mfg. Co., McRae Building, corner King and James Streets, Winnipeg." The company will make an announcement as to their representation in Western Canada.

Personals.

Mr. J. Burnett, implement dealer at Sperling, Man., has assigned to Mr. J. H. Haverson.

Mr. J. H. White, implement dealer, at Sedley, Sask., has been succeeded by White & Irving.

McKay & Co. have commenced in the implement business at Strassburg, Sask.

Mr. J. E. Tourigny, implement dealer, of Sintaluta, Sask., has decided to give up business.

A new firm by the name of Coulson & Crawford has purchased the business of Mr. H. Allanson, implement dealer at Strathcona, Alta.

Mutch & Hewitson, the well-known implement dealers at Lumsden, Sask., have sold out to Mr. J. S. Wright of that place.

A new concern by the name of Widdifield & Granger has just opened up in the implement business at Creelman, Sask.

Mr. A. T. Morrison, implement dealer at Wapella, Sask., recently sold out to Mr. W. P. C. McDonald, who took possession the 1st of November.

Messrs. Hicks Bros., implement dealers at Balgonie, Sask., are reported to have decided to sell out and retire from business.

Mr. W. Brown has just commenced in the implement business at Minitonas, Man. We have much pleasure in wishing him success.

Mr. C. Christie, implement dealer at Alexander, Man., has succeeded to the implement business of Mr. C. P. Lewis, of that place.

Mr. W. J. Batters, of Holland, Man., has succeeded to the implement business of Northey & Campbell, of that place.

Mr. C. C. Hultgren, who has been engaged in the implement business at Crossfield, Alta., for some time, has sold out to Mr. W. A. Young.

The Bellamy Co., implement dealers at Fort Saskatchewan, Alta., have been succeeded by Mr. W. M. Armstrong.

Mr. George Balfour, who has been engaged in the implement business at Wolesley, Sask., has sold out to Mr. Robert J. Campbell, who will take possession December 1st.

The Sawyer & Massey Co., of Hamilton, Ont., has taken out a permit for an extension to their factory, which will cost in the neighborhood of $16,000.

Mr. Geo. Forsyth, Manager of the Massey Harris Co.'s business in the Province of Saskatchewan, with headquarters at Regina, was in the city recently and paid us a visit.

Mr. R. C. Anderson, Secretary of the J. I. Case Plow Co. Works, at Racine, Wis., was in the city during the past month, visiting the Balfour Implement Co.

The implement firm of Greer & Grandy, at Oxbow, Sask., has undergone a change, and will in future be known as Robertson & Grandy. Mr. Greer recently sold out his interest in the firm to Mr. Robertson.

Mr. L. C. Hazlett, Manager of the International Harvester Co., at this point, has just returned to the city from a visit to the headquarters of the company at Chicago, and also to the Canadian factory of the company, at Hamilton, Ont.

We beg to thank the officials of the Nebraska and Western Iowa Retail Implement and Vehicle Dealers' Association for a copy of the program of their convention, to be held in Omaha, Neb., November 14th, 15th, and 16th.

Mr. F. A. Clement, of Fairmede, Sask., has bought out the interest of James Wilson in the firm Blyth & Wilson, hardware and implement dealers at Esterhazy and Dubuc, Sask. The concern will in future be known as Blyth & Clements.

Mr. William Hilburn, President and Manager of the Ayr American Plow Co., of Ayr, Ont., was in the city a short time ago, spending a few days with the William Johnston Co., who are their selling agents in Western Canada.

Mr. A. C. Willmans, architect for the International Harvester Co., was in Winnipeg recently. The object of his visit was the final passing on the finish and all details of the company's new building on Main Street.

Mr. Frank Cockshutt, President of the Cockshutt Plow Co., was in the city for a few days a short time ago. He was West on a trip to the coast in connection with his company's interests, and was accompanied by Mr. A. E. Mott, Western Manager.

In connection with the installing of an electric lighting plant for the town of Minnedosa, Man., we are pleased to note that the Burridge Cooper Co., of this city, have been awarded the contract for all the machinery.

As we go to press, the DeLaval Separator Co., are moving from 248 McDermot Ave., to new and very commodious quarters at 14 and 16 Princess Street. Here they will be pleased to receive visits from former customers and others interested in their particular lines.

A new concern for the manufacture of rope, cordage, etc., to be known as the Colonial Cordage Company, has been incorporated at Toronto, with a capital of $50,000. Among the incorporators are J. R. Converse, J. W. Weldone, and S. J. LeHuray, all of Montreal.

Mr. Robert Bell, President and Manager of the Robert Bell Engine and Thresher Co., Seaforth, Ont., was in the city recently on his way East. Mr. Bell was making an extended trip through the West, looking into prevailing conditions. He went to Edmonton, and also a short distance into British Columbia.

Mr. C. H. Waterous, President and General Manager of the Waterous Engine Works Co., with headquarters in Brantford, Ont., was in Winnipeg for a few days during the end of October. Mr. Waterous was making his annual tour of inspection to his branches at Minneapolis, Minn., and Winnipeg.

Mr. George Granger, representing the John Campbell Co., of London, Ontario, was in the city recently on his way East. He has been on a tour of two months' duration through out the West, going as far West as Moose Jaw and as far north as Prince Albert. Mr. Granger reports an active business all along the line, with excellent future prospects.

The Wilcox Co., Ltd., of Winnipeg, has been incorporated with a capital stock of $200,000, for the purpose of manufacturing gas, gasoline, and oil engines, threshing machinery, gasoline launches, etc. The new concern has taken over the business of the W. C. Wilcox Co., of this city, together with all the patent rights, etc., held by the company.

The Jackson Wagon Co., of St. George, Ont., has for some time been considering the advisability of changing from their present location to Galt, Ont. The ratepayers of that city voted favorably on a by-law to provide a site and erect buildings for the company. The change will be made as soon as the factory is built. Work on this structure will commence at once.

Mr. A. T. Hilts, of Holmfield, Man., gave us a call a short time ago while in the city. He informed us that he intends going on the road for the Crown Oil Co., of Norwood, for a time, and has placed a competent man in charge of his business at Holmfield to look after his interests while he is away. Whether or not he will sell out at a later date he has not yet fully decided.

Mr. H. F. Anderson, President of the H. F. Anderson Co., of this city, whom we reported in our last issue as convalescent from a severe attack of pleuro-pneumonia, recently left for New Zealand on a trip for the benefit of his health. He will not return to

the city until late in the spring, his physicians having decided it would be dangerous for him to meet the rigors of our winter in his present state.

The Burridge Cooper Co., of this city, has been awarded the contract for the installation of all machinery in the new Broadway Injector Station, which is being erected for the town of Portage la Prairie, in connection with their new water-works system. Among other things, this will include a 125 h.p. Ohio Gasoline Engine, and a 6-inch centrifugal pump. The company are to be congratulated on the securing of this contract.

Mr. Hugh Aird, manager of the Maritime Branch of the Massey Harris Co., with headquarters at St. John, N. B., was in Winnipeg recently on a vacation trip to the coast, and gave us a call. As this was Mr. Aird's first visit to the West, he expressed himself as much pleased with the general appearance of prosperity that prevails throughout this territory. Mr. Aird is a brother of Mr. J. Aird, manager of the Canadian Bank of Commerce of this city.

Mr. E. S. Cooper, Manager of the Cooper Gasoline Engine Co., of this city, recently left on a business trip to the South and East, which will extend over a period of three weeks. During his absence Mr. Cooper will visit Kansas City, Chicago, Hillsdale, Mich.; Lansing, Mich.; Cleveland, Buffalo, Detroit, and Toronto, to get in touch with all that is new in the gas and gasoline engine business, and to purchase a full stock of supplies for the Western gasoline engine trade.

Mr. E. J. Oliver,, the well-known implement dealer of Beausejour, Man., while in the city recently paid us a visit. Discussing trade matters, he stated that this year was an excellent one for the dealer, a good demand prevailing for all lines; particularly plows. With reference to the matter of collection, he says "Things in that line are very slow." He attributes this to the fact that farmers have been very late in completing threshing operations and looks for a lessening of the money stringency as soon as the grain commences to move.

Mr. R. H. Felker has been appointed by the Paris Plow Co. as their manager for the provinces of Manitoba, Saskatchewan, Alberta, and British Columbia, with headquarters in Winnipeg. Mr. Felker reports an excellent demand for the various lines manufactured by the company, and states that he will be pleased to have all old customers of the firm and all others interested in plows, harrows, grain grinders, etc., pay him a visit when in the city. His office is located on the corner of Logan Avenue and Nena Street.

Mr. E. E. Ffolkes, President and Manager of the Wilkinson Plow Co., Toronto, accompanied by Mr. T. C. Tinline, assistant manager of the company, was in Winnipeg for about a week during the latter part of October. It is three years since Mr. Ffolkes visited this city, and he stated he was very much surprised at the rapid development Winnipeg had made. He was gratified with the conditions prevailing throughout this territory, and also to note that collections were picking up, amply indicating that the season of 1905 has been a prosperous one for the farmers of the West.

Main Building. Dairy and Science Building. Principal's Residence.

THE MANINOBA COLLEGE OF AERICULTURE AS IT WAS ON OCT. 20, 1895.

The Baynes Carriage Company, of Hamilton, Ont., is the name of a new company which has recently been formed there, with a capitalization of $250,000. The incorporators are J. B. Baynes, Buffalo; C. T. Grantham, P. D. Crerar, and P. A. Kompass, Hamilton. The company will engage in the manufacture of carriages, wagons, cutters, and sleighs.

The Threshers' Supply Co., of 120 Lombard Street, this city, has purchased the stock of the insolvent North West Machinery and Iron Co., paying at the rate of fifty cents on the dollar. This stock consists of blacksmiths' supplies, tools, varnishes, japans, sledges, vices, anvils, etc. The company will have many bargains to offer the trade in these lines.

It is with regret we announce the serious illness of Mr. Fred J. Weed, the popular local manager of the De Laval Separator Co., who has been confined to his bed for the past three weeks suffering from a severe attack of tyhpoid fever, which is very prevalent in the city at the present time. The last report we had concerning Mr. Weed's condition stated that there were no unfavorable symptoms in connection with his case, but that he was exceedingly weak, and it will be fully three weeks or a month before he is able to be around.

Prof. J. B. Davidson, has been appointed head of the Agricultural Engineering Department of the Iowa State College, at Ames, Iowa, to fill the position recently vacated by Prof. C. J. Zintheo, who joined the staff of the Irrigation and Drainage Division of the United States Department of Agriculture. Prof. Davidson is said to be ably qualified for his new position, having had a number of years' experience with different implement manufacturers, as well as being the head of the Farm Mechanics' Department of the Nebraska Agricultural College.

Mr. C. L. Jones, representing J. Thompson & Sons, Beloit, Wis., was in Winnipeg for a few days a short time ago, visiting the Frost & Wood Co., who are selling agents in Canada for the Thompson line. He has visited this city annually for the past twelve years, and notes a marvelous change both in the business and residential buildings here since the year of his first trip. Mr. Jones has been travelling for the firm of Thompson & Sons for the past eighteen years, but intends to leave the road and locate in the implement business at Spokane, Wash. He was exceedingly well pleased with the prosperous conditions of things in this territory.

Mr. R. M. Morrison, formerly of St. John, N.B., has been added to the already large road staff of the Cockshutt Plow Co., with headquarters at Saskatoon, Sask. Mr. Morrison will travel the northern portion of the province of Saskatchewan, territory formerly looked after by Mr. Thos. Wilkinson, who will, in future, devote his energies and attention to the increased development of the company's interests in the southern half of the province. Mr. Morrison was engaged in the implement business in the Maritime Provinces, and comes to the West with a ripe experience in both road and office work. We have much pleasure in wishing him every success.

The Manitoba Windmill and Pump Co., of Brandon, Man., has purchased the entire plant of the defunct Brandon Binder Twine Co. They will remove from their present location on Ninth Street into their new quarters at an early date. It is said the company are considering the advisability of manufacturing binder twine, the entire equipment of the former manufacturing company being included in their purchase, but no definite announcement has yet been made regarding this matter. They intend, however, to greatly increase their manufacture of windmills, pumps, and gasoline engines. We have much pleasure in congratulating this enterprising company.

The Balfour Implement Co., who recently moved from the Union Bank Building to 150 Princess Street, have got comfortably settled in their new quarters. They have just completed some changes in connection with the appearance of the place, adding considerably to its attractiveness. Being right in the heart of the city, the location is most convenient. The company have a fine display of the various lines handled by them, including Barrie cutters, buggies, etc., Petrolia wagons and sleighs, J. I. Case plows and harrows, Kentucky wagons, and many other popular lines. This firm extend a cordial invitation to all dealer to pay them a visit while in the city.

Mr. C. W. Levis, Special Agent for the David Bradley Manufacturing Company, of Bradley, Ill., is at present visiting the city in the interests of his concern. He expects to be here for at least two, and probably three weeks, when he will proceed westward to Regina, Calgary, Edmonton, Spokane Falls, Wash.; Portland, Ore.; San Francisco, Cal.; returning eastward to the factory at Bradley, Ill., by way of Ogden and the Grand Canyon. Speaking of Winnipeg as a commercial centre, Mr. Levis, who is just making his first visit here, stated that in his opinion this city is for ever destined to be the greatest metropolis of Western Canada. Its numerous and grand wholesale houses, and modern residential sections are a most agreeable surprise to the visitor, and he is firmly convinced, despite his short stay here, that Winnipeg will have a glorious future in the days that are to come.

Mr. F. MacKinnon, President of the MacKinnon Wagon Co., of Grand Rapids, Wis., was in the city for a number of days a short time ago, visiting the local office of the David Bradley Mfg. Co., who are exclusive agents in Western Canada for the MacKinnon wagon. He was also looking into trade conditions for 1906, and in course of a conversation with us stated that the past season had been an excellent one for his company, and he looks forward to a most prosperous season during the coming year, having been most favorably impressed with prevailing conditions in this territory. As this was his first visit to Winnipeg, we asked him what he thought of the city. He said: "The number and size of the fine buildings of your city completely astounded me. I did not expect anything like what I have seen, and if you will accept a conviction on short notice I might say that I consider Winnipeg will be a very large city in the future."

Senator M. L. Jones, President and General Manager of the Massey Harris Co., whose office is in Toronto, has just returned to the East after an extended tour of the company's agencies in Western Canada. He was accompanied by Mr. H. C. Whitaker, Manager of the company's interests in the Province of Manitoba, with headquarters in this city; Mr. George Forsyth, Manager for the company in the Province of Saskatchewan, with head office at Regina; and Mr. W. G. Hunt, who looks after the interests of the company in the Province of Alberta, from Regina. Practically every line of railway in the three great Provinces were passed over, the trip being made in a private car. The value of travelling by private car is obvious. It enables the management to pick up all travellers, blockmen, and agents, and take them over their respective territories, in this way placing them more and more in contact with the prevailing conditions in their districts, and it gives the management an insight into affairs through the West that can hardly be secured in any other way.

Brandon.

Mr. Hollinrake, Vice President of the A. R. Williams Machinery Co., Toronto, was in the city recently looking after business for his company.

Mr. McKay, the well-known and popular saleman for the Ontario Wind Engine and Pump Co., was in Brandon recently looking up business for his company.

Mr. Robert Bell, President of the Robert Bell Engine and Thresher Co., Seaforth, Ont., spent a few days nere a short time ago. He was accompanied by his assistant, Mr. W. J. Pabst. They went West as far as Edmonton, touching at many places along the line.

Mr. Philip Moon, a local mechanic, has perfected and patented a fanning mill for separating wild oats from wheat. Simplicity of construction, ease of operation, and great speed, are the principal features claimed for this new machine. It is said to be capable of thoroughly cleaning from thirty to sixty bushels of wheat per hour, and it is understood Mr. Moon intends to have a number manufactured for spring seed cleaning.

Mr. Robert Haggart, of Brampton, Ont., who still has business relations here, was in the city a short time ago looking after threshing collections. He was accompanied by Mr. A. Filshie, of Mount Forest, Ont., the inventor and manufacturer of the Favorite separator, and the latter reports an exceedingly good trade. Both gentlemen are firm believers in Manitoba lands, and are interested to a considerable extent.

Threshing is practically completed in the surrounding district. There are only a few machines running to finish up. The crop harvested has been a paying one for the farmers. Although ruling prices are not as high as last season, still the yield is, at least, thirty per cent. greater. As a result of this local merchants report trade in excess of previous years, and this may be taken as ample evidence of prosperity.

Mr. W. Broderick, manager of the New Hamburg Mfg. Co., New Hamburg, Ont., made his annual inspection of the company's agency here recently. He expressed himself as exceedingly well satisfied with the trade their local manager, Mr. H. Knight, has worked up. It is reported Mr. Broderick invested in some real estate at Regina, and that his company will erect a large warehouse in that city at an early date.

The entire plant and equipment of the extensive and short lived Brandon Binder Twine Co. has passed into the hands of the Manitoba Windmill and Pump Co., of this city, who purchased the plant by private sale on October 28th, for the very low figure of $15,700. The property was bought by Mr. R. M. Matheson for the company. It is the intention of this enterprising concern to move their present factory on Ninth St. to the newly acquired plant.

This practically ends the history of the Brandon Binder Twine Co. The lack of interest on the part of the stockholders is really the principal reason for the closing down of this industry. The Board of Directors elected for the first term expected they would have in the neighborhood of $22,000 upon which to run the business, after all costs of construction had been settled. It appeared, however, that this amount of stock was sold before the company was granted a charter of incorporation, and owing to the faulty wording of the contract, those who had subscribed for stock were not liable, and nothing could be done to force the payment of this amount. Strenuous efforts were put forth from time to time to induce stockholders to purchase more stock, but these efforts were of no avail. The plant was thoroughly fitted throughout with the most modern machinery for twine making.

New Warehouse a Fine One.

The Canadian Moline Plow Co., are having the finishing touches placed on their splendid new warehouse and office building at the corner of Logan Avenue and Chambers Street. This is one of the finest additions to Winnipeg's growing list of magnificient jobbing houses, and is a decided credit to the energetic management that has caused its erection, and the company that has carried its construction through to completion. The building is 83x 120 feet, and consists of four storeys and basement, and while no attempt was made to soar into the architectural beautiful, the substantial impression that it conveys to the mind of the visitor speaks volumes for the responsibility and stability of the owners. Fine, large, gold letters announcing the name of the occupants adorn the top. Cut in stone, over the main entrance, appears the word "Moline," while a "Flying Dutchman," the well-known trade mark of the firm, is beautifully worked in the heavy plate glass of the door.

There is nothing superfluous in the interior equipment of this new structure, and there is nothing lacking. Careful attention has been paid to all matters of detail, and every inch of space has been laid out so that it can be utilized. It is thoroughly ventilated and amply lighted and is heated throughout with steam. A private telephone system places the office in instant communication with all floors of the building, and electricity is used for artificial lighting. The windows on the exposed side are fitted with wire glass, in order that the company may take full advantage of reduced fire insurance. On the trackage side of the warehouse there is a commodious elevator 9x 13 feet, and this is operated by a 15 h.p. motor located on the first floor. A bricked-in compartment for vault rooms extends from the basement to the second floor, where the offices are situated, thus there is plenty of vault space, and each room is equipped with fire proof doors. The upper flats are floored with hardwood, while the celler is laid with concrete.

The latter place is given over entirely to the storing of the well-known line of Moline plows. Here the uninitiated gets a splendid lesson in the economy and utilization of space. Plows that are made up of fifteen parts are so neatly packed and arranged that they each occupy only about two feet square by five feet high. The furnace and fuel room are located here in a spacious compartment, and by means of a specially constructed chute fuel may be unloaded direct from the car to the furnace room.

The first floor is devoted to shipping purposes and storage of repair parts. From this floor, and platform in connection, there are ample facilities for loading from seven to eight cars at a time. From this flat there are two large doors opening onto two twenty-five foot asphalt approaches, and this gives plenty of room for the loading and unloading of drays. As the shipping room is usually colder than other parts of the building, owing to constantly opening doors, the company have placed an "erecting room" at the front end, where the workmen can perform the setting up of the various articles in perfect comfort.

The offices and showroom of the firm are located on the second flat. The former are divided from the latter by means of frosted-half-glass partitions, extending to the roof, the ceiling of which is of sheet metal of an attractive design. The artificial lighting is accomplished by twenty-five 50 c.p. meridian lights, hung individually from neat chandeliers. On this floor is arrayed a full stock of the various lines handled by the firm, including among other things the great Dutchman family of plows, Munro & McIntosh's fine cutters, buggies and other light vehicles from the factory of Durant Dort Co., Sarnia, Ont., while Mandt, Fish and Canadian Crescent wagons and sleighs are amply in evidence.

The third floor is devoted to the storage of wagons, sleighs, and parts. "A place for everything, and everything in its place," appears to be the prevailing rule in this department as in all others, for each wagon or sleigh is carefully packed by itself, and there is no jumbling or mixing up of various parts.

On the top, or fourth floor, are stored buggies, driving rigs, cutters, etc., in fact, all the lighter lines of vehicle goods. The company take great care in the handling of these highly polished goods, in order to see that they are not scratched or damaged in the slightest.

To all dealers visiting Winnipeg the company beg to extend a cordial invitation to visit their new premises.

SALEMAN WANTED

FOR WESTERN CANADA—An experienced, up-to-date, hustling implement travelling salesman; one competent to handle both sales and collections for one of the leading implement manufactnring concerns in the U. S. with a branch house in Canada; must be well acquainted with the trade. Address with references and salary desired.

Manitoba, Care of Canadian Farm Implements

THE "HERO" FANNING MILL

LATEST IMPROVED

Built In Winnipeg to Suit Manitoba and Territorial Grain

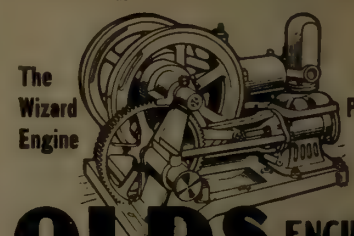
This mill takes the lead in thoroughness of work. IT WILL SEPARATE wheat and oats, barley and oats timo- and clover, chess, cockle, wild mustard and wild oats from wheat or barley, rye from oats, wild buckwheat from flax; cleans peas, beans, corn, buckwheat and cockle. Almost a complete separation first time through. Oats and wheat sown together are separated perfectly by the HERO. Sold with or without bagger. SIZE—Width, 2ft. 4in.; length, 3ft. 9in.; height, 4ft. 2in.; weight, 150lbs., baggers 30lbs.

Sold entirely throughthe dealer. All orders and communications from your territory referred to you. Write us for full particulars, catalogues, etc.

MANUFACTURED BY

DOW-WADGE IMPLEMENT CO.

WINNIPEG, MAN.



OLDS ENGINES

ARE USED BY THE

U. S. GOVERNMENT

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (*jump-spark ignition system, same as in the famous Oldsmobile*) the most economical small power engine made; fitted either pump-jack or direct connected pump. Or, our general catalogue, showing all sizes.

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents Winnipeg, Manitoba.

Building for Future Business.

It has frequently been said that if a farmer took proper care of his tools a large number of the implement dealers would be forced to go out of business, and that the manufacturer of implements and vehicles for use on the farm would notice a considerable falling off in his annual trade. While this may appear exaggerated to some still all will admit that there is at least a certain amount of truth in the statement. This being the case it would seem logical not to advocate dealers advising the farmer to take care of his tools, for thereby they would be the gainers.

However, this is unquestionably a mistake, warranted in the end to result in injury to the dealer's business. The farmer when he purchases an article expects what he has bought to return him full value for the money he has invested. He is anxious to get something that will last, and in order to make this state of affairs come to pass, it is as essential that the implement or vehicle, or whatever it may be, is as carefully looked after when it is not in use as to give it attention while it is in operation.

If the farmer purchases a binder, and after using it the first season leaves it standing in the open, as farmers usually do, it is hardly to be expected that the machine will give as good satisfaction at the next season's cutting. The result is the owner fails to attribute the blame to its proper source, his own negligence, but vents his disappointment on the dealer from whom he bought the binder. Had he made all necessary repairs on the machine at the end of cutting, for at no time does the operator know so well what the machine requires, and then stored it away in some suitable place where it would be protected from the weather, its working qualities would not have been impaired, consequently the owner would have nothing but praise for the tool, and a good word for the man from whom he purchased it.

This would mean a continuation of his patronage to that dealer. There would be no disappointments or squabbling over the repairing of the article, and the relations between the two would be most cordial and harmonious. It is an excellent policy for the dealer to advise the farmer to protect his machines and implememts, for, by so doing, he is building on a firm foundation that will result in future success.

GOOD GOODS BRING GOOD BUSINESS

Are you satisfied with your present connections?
Are you getting the business with your present line?

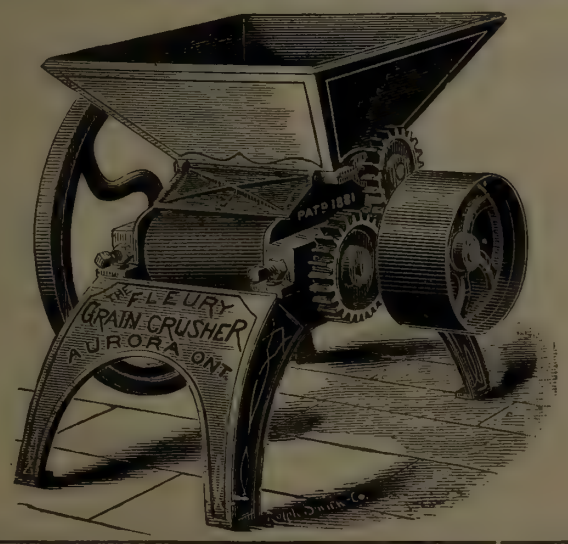
-- JUST NOW --

or in the near future you will be placing your order for SPRING REQUIREMENTS. Consider your own interests and

- GET -

The Fairchild Goods for 1906

Deere Plows and Harrows, Moline and Fairchild Wagons, Brockville Carriages and Cutters are Trade getters.



-- Our Winter Line comprises --

Cutters, Sleighs, Robes, Grinders,
Roll Crushers,
Horse Powers,
Machine Jacks,
Sawing Machines,
Fanning Mills,
Straw Cutters,
Hay Presses, and Ensilage Cutters.

AWAIT A VISIT FROM OUR TRAVELLER OR WRITE TO

THE FAIRCHILD COMPANY, LIMITED, 156 PRINCESS ST., WINNIPEG.

An Authority on Co-operation.

At present this country is being visited by two gentlemen well versed in and prominent authorities on the subject of co-operation. These are Mr. T. McNab and Mr. W. F. Stewart, the former a director and the latter manager of the Scottish Co-operative Wholesale Society, with headquarters at Glasgow, Scotland. They are here making an investigation into the grain situation in regard to the methods of production and marketing of this commodity in Canada and the United States.

Since his arrival in this country Mr. Stewart has visited and talked with business men of all classes, and also with workingmen, on the principles of co-operation. He has come to the definite conclusion that the co-operative trade idea as it is known in Great Britain, Holland, or Belgium could not be worked out here with any degree of success. Speaking on this subject he is reported to have said: "The country is too big in the first place, and there are too many discordant elements in the various communities, large and small."

A statement of this sort, coming as it does from one who is recognized as a reliable authority on all matters pertaining to co-operation, should have considerable weight with every fair-minded person. It practically endorses our whole argument on the question, and unequivocally admits the co-operative proposition can never be made a success in a country of such vast area as ours. One of the principal reasons for this is the fact that the majority of the small shareholders are unable to be present and take part in the deliberations at the meetings of such concerns. Many live hundreds of miles distant from the place of meeting, and, as a rule, the amount of stock they hold will not warrant the expense of transportation necessary to allow them to attend. The result is that the management is placed in the hands of a few individuals, who run the organization as it suits themselves, without any consideration to the wishes of the majority of stockholders.

As we have frequently said before, projects of the co-operative order are doomed to failure from the beginning, for the reason that their aim is to do away with normal profits; the life of every legitimate proposition. No concern, whether it be co-operative or otherwise, can eliminate this principle and make a success. It must be the fundamental basis on which all prosperous businesses have their foundation. If it is not sooner or later the concern must go to the wall. This has been demonstrated time and time again, particularly in connection with co-operative schemes. These are a few facts of a most convincing nature and there are many others equally persuasive. The implement or vehicle dealer will do well to place his farmer friends, who have a propensity towards the co-operation idea, in possession of these points.

To Touch-up and Varnish a Sleigh

The majority–the great majority, in fact– of cutters and sleighs reaching the paint shop come in for a mere touching up and varnishing, says "The Hub."

These are the quick jobs, and the cheap ones,which to handle successfully, and at a fair profit, the painter must study to reduce the expense of labor and material to the minimum. In medium sized towns the touch-up and varnish job on a Portland cutter is scheduled at from $1.50 to $2.00, according to the style and size of the vehicle, and at the former price there is good money to be made provided the quarters of the shop are not too restricted.

The touch up and varnish job is, however, pretty often an expensive proposition should a strict adherence to the descriptive title be practiced. It sometimes comes to the shop fearfully and wonderfully spotted, and to match the different shades of color, and touch the surface up properly, would consume a large portion of the price received for the work. To match such surfaces, or rather to attempt to match them, is not greatly removed from casting pennies before the undeserving beggar. It is a mere waste of time at a juncture when time is an exceedingly valuable commodity. The better plan, as we have learned from an experience that has cost no small sum, is to run over the surface lightly with fine sandpaper, dust clean, and apply a coat of flat color. Stripe on this color and in due time finish with a coat of heavy, quick drying body-finishish varnish. This refers to running parts as well as to the bodies. This work can be done quicker than the color may be matched and used in case of the badly faded and spotted surface, and it affords a fresh, clear color of uniform purity throughout, and while to the inexperienced it may appear like giving the thrifty owner something he is not paying for, it at the same time affords the painter an opportunity of making his customary profit and furnishing a job that is considerably better than the contract calls for. The touch up and varnish job that carries a real measure of profit with it is one that can be easily matched as to color, and that does not require very much touching up. Anything more than this, even though it has to go in at the touch up and varnish price, had better be colored over solidly, striped and finished,

In matching the faded and frayed colors with the cutter and sleigh equipment so often shows, it is advisable always to use enough varnish in the color to give it sufficient lustre, when applied to the surface and dry, to reflect the light rather than absorb it. Moreover, in touching up see that only those spots actually needing to be touched, are touched. No matter how skilful the workman, the least possible touching up is productive of the best results. Some workmen in touching up make a splotch of color double the size necessary, and in a sort of hit or miss fashion proceed to splash a bit of color here and there indiscriminately until at last the smears of new color are fairly as objectionably as the patches of old color.

This practice is wholly wrong. As few spots as possible should be touched, and the touching should cover only the immediate spot of "off color."

VARNISHES TO BE USED.

The highly elastic varnishes used on wheeled vehicle work are seldom required in cutter and sleigh work, the very aristocratic pleasure sleighs of the large cities alone being the exceptions. The sleigh equipment is at no time exposed to the hard service which carriages have to undergo, and the strain upon the varnish is correspondingly less. The varnish that hardens quickly out of the way of dust, that does not spot easily, and that shows when sufficiently hard for service, a high, sharp lustre, is the varnish, other things being equal, best adapted for sleigh work. The sleigh finishing varnish should be heavy in body, for in this condition it will cover a multitude of surface defects which the varnish of lighter body might only serve to intensify and make prominent. It should have moreover, good working and flowing properites, and prove indifferent to the conditions of the shop and the weather, which usually adversely affect the more elastic varnish.

Canadian Monarch Feeders

AND

Norris-Fosston Wind Stackers

Swept the grain fields of Western Canada this fall.

THERE IS MONEY IN HANDLING OUR GOODS.

Agents get busy and get **Our Contract for 1906** before your territory is taken.

NORRIS IMPLEMENT Co., Ltd.

774 DUFFERIN AVENUE, WINNIPEG, MAN.

Pointers on Foreign Commerce.

One of the most noteworthy reports presented to the National Association of Agricultural Implement and Vehicle Manufacturers of the United States, in convention at Niagara Falls, N. Y., recently, was that presented by Mr. F. E. Myers, of Myers' Pump Co., Ashland, O., chairman of the committee of "Foreign Commerce." This address was replete with pointed statements on this subject, a few of which we quote as being of particular interest to our readers:

"It is a self-evident proposition that to hold and increase our foreign trade, it is necessary to create a greater expansion of our industries through more direct communication and improved trade relations with the various foreign countries. This imperative need of expansion for the marketing of what we produce appeals to your committee to the extent of recommending the adoption of every telling policy that will enable us to reach the markets of the world. We must adopt the broadest possible methods and equalize conditions in some way by subsidies, or otherwise, so as to place us on a basis that will enable us to compete with other nations, and as far as possible transport our wares at the lowest ruling shipping rates and conditions."

CAN COMPETE WITH ANY COUNTRY.

"Your chairman has always contended that if we can continue to keep our artisans employed during a nine or ten-hour day and get results as at present, as we have been doing in the past, we can compete with any country in the world substantially without protection. There are no longer any "infant industries" needing a high protective tariff. Our observation is that while labor is cheaper in foreign countries, it is not for the work done. The United States stands not only at the head of the great manufacturing nations of the world, but her manufactures equal those of the United Kingdom, France, and Germany combined."

"Our association produces a large part of the world's requirement in implements and vehicles. The civilized nations of the world want the product of our factories because of acknowledged superiority in construction. The manufacturer who has the ability to invent, build mammoth establishments, and install the complex machinery of the present day, should, in the judgment of your committee, have the capacity to market his product in competition with the markets of the world, and be interested in securing the adoption of any and every feasible method that will secure this result. Your committee, however, is more or less embarrassed to offer anything new or original in the light of the magnitude of the problem and the very able and exhaustive reports made by previous committees, but desires to call attention to a few subjects that it is believed will be of value to the members of the association."

AMERICAN FLOATING EXPOSITION.

"This undertaking is likely to arouse wide interest in the commercial world. The objects to be secured by this undertaking are the promotion and establishment of American commerce by personal introduction by the seller to the buyer, and to provide a means by which the American manufacturer can investigate the peculiar conditions and requirements of the respective markets. It is proposed to equip a large steamer and furnish space to American manufacturers to make a display of their products and send them around the world on a 60,000-mile trip, to consume about fifteen months. Owing to the increased production and the need of a greater field for the marketing of our wares abroad this opportunity now knocks at the manufacturer's door."

"The agricultural interests of the United States have long been dependant for their prosperity upon the demand abroad for their surplus product. Owing to the superior skill of our artisans and the constant development and introduction of improved labor saving machinery, our manufacturing industries have found that they were outstripping our own home market, notwithstanding our enormous consumption. Relief from an accumulation of stocks and a continuance of our present prosperity as manufacturers can only be secured by an increased foreign demand. The statistics compiled by the department of commerce and labor show that our exports in the fiscal year just ended reached the enormous total of $543,620,297, as compared with $452,415,921 in the preceding year.

MARKETS IN UNDEVELOPED COUNTRIES.

"To retain and increase our export trade, we must look to those countries that have no well-developed manufacturing industries. It is in Asia, Africa, South and Central America, Mexico and Australia, we must look to secure a market for our surplus manufactures. These countries at present are mainly supplied by the United Kingdom, Germany and France. The people of Mexico and South America are our neighbors, and we should naturally supply the bulk of their requirements. At present, South America, Mexico, and the other Latin-American countries draw the bulk of their imports from Europe. The statistics show that South America imported from European countries a total of $240,000,000 last year, while at the same time our exports only amounted to about $50,000,000."

ADAPTING GOODS TO FOREIGN REQUIREMENTS.

"In dealing with this subject, we must understand and consider national customs, and character of animal or power they have with which to operate implements. When this point is reached, prepare a careful description of every detail, in the language of the buyer, sending clear illustrations. Do not copy old and antiquated implements or goods simply to be able to supply what they have already been buying. Dealers in all parts of the world look to the American manufacturer for something better than they have formerly had to accomplish the work. What you want to know is what the implement is intended to accomplish and be absolutely sure that it will do it."

QUOTING PRICES TO UKKNOWN PARTIES.

"The indiscriminate quoting of prices to every foreign inquirer has caused some of the large importing firms to refuse to take up certain makes of goods on the ground that to meet competition would not leave any profit. Foreign houses look upon such methods as resembling those of catalog houses. Do not quote prices to unknown parties. Write asking for further information as to wants, and in the meantime take steps to find out who the parties are and their standing."

SUBSTITUTION OF GOODS.

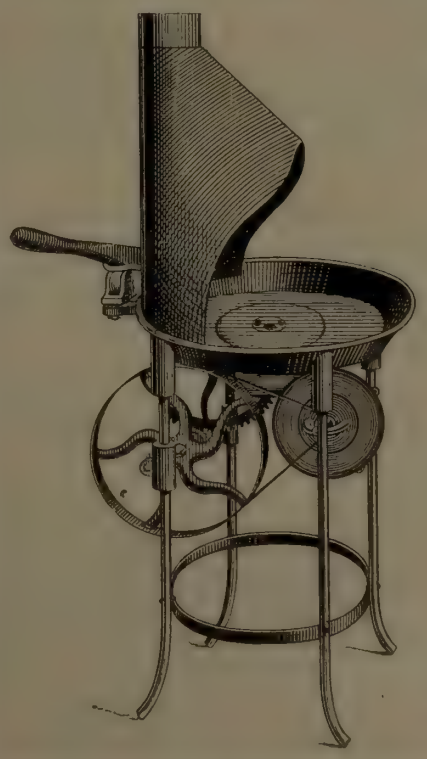
"Former committees have touched upon this. We cannot, however, refrain from calling attention to the dissatisfaction which results from a course of this kind. Keep your customers fully advised by up-to-date literature of all changes and improvements you make, rather than substitute, cable, if necessary, whether the goods can be used with the changes or not. Substituting on orders has been done so frequently that foreign buyers have made protests to our consuls, and many losses have been made by shippers as parties would not receive the goods, and this has done much to create a feeling of distrust between the American manufacturer and foreign buyers."

PACKING GOODS.

"This is an important matter. Your chairman has been greatly impressed by visits to warehouses of foreign buyers. So far as possible, pack all parts to make a complete implement in one or more

Dealers you'll be interested to know that we have a

FARMERS' BLACKSMITH OUTFIT



Consisting of

Forge
Anvil
Vice
Die Plates
Blacksmith Taps

And in fact everything required for home work—it is needless to add that this Outfit will fill a long felt want.

It will save many times the cost this winter.

Now don't delay we want but one Agent at each place.

Write for Particulars, Prices, etc.—

THRESHERS SUPPLY CO., LTD.

120 Lombard St., WINNIPEG.

packages. Take extreme care against errors in packing or breakage in transportation, and that all goods sent abroad are of good quality, carefully made and shipped on time, and under no circumstances undertake to unload antiquated or poorly made goods or those of unproven adaptation. We cannot help but feel that manufacturers will comprehend without further comment by this committee the injustice and consequent damage that will be incurred by carelessness as to quality of goods, inadaptation, correction of weak points, and the packing of goods in an irregular manner or different from the requirements."

EMBLEM.

"To inspire confidence on the part of foreign buyers, an emblem to show that you are a member in good standing of the National Association of Agricultural Implement and Vehicle Manufacturers, with a further statement that you refer to said association, giving address, would, in the judgment of the committee, inspire confidence and be decidedly effective."

BUREAU OF INFORMATION.

"We are inclined to recommend the establishment of a bureau of information, subject to such regulations as the executive committee may perscribe. The duties of the bureau to be:

First—To secure by correspondence specific information as to what particular class of goods buyers are interested in, character of business, cable code, cable address, references, bankers, etc.

Second—To investigate references

Third—To keep a tabulated record of all information received.

—Fourth—To supply all members by bulletins or otherwise the names of parties interested in the particular class of goods made by said members, together with such information as has been secured."

Wise Sister Mary.

Mary had a little lamb, its fleece was white as snow;
It strayed away one summer day where lambs should never go.
Then Mary sat her down and tears streamed slowly from her eyes;
She never found the lamb because she did not advertise.
And Mary had a brother John who kept a village store;
He sat down and smoked his pipe and watched the open door.
And as the people passed along and did not stop to buy.
John still sat down and smoked his pipe and blinked his sleepy eye.
And so the brokers seized his stock, but still he lingered near.
And Mary came to drop with him a sympathetic tear.
"How is it, sister, can you tell why other shoppers here.
Sell all their goods so quickly and thrive from year to year?"
Remembering now her own bad luck the little maid replies.
"These other fellows fatten, John, because they advertise."

A Luxurious Train.

What is said to be regarded by the travelling public between St. Paul, Minneapolis, and Puget Sound points, as the fulfillment of inventive genius in railway car construction, is the "Oriental Limited," a train recently placed in commission by the Great Northern Railway Company between these places. It is made up of a locomotive of the most advanced type, elegant day coaches, new tourist sleepers, new dining cars, palace sleeping cars; and, what is a decided innovation in transcontinental equipment, a compartment observation library car. The lxuuriousness of the interior fittings of these coaches indicate that ease, elegance, and excellence has been the combination sought for in their building. To those who contemplate a trip to the Coast the company will be pleased to send full information regarding this train. Application should be made to R. J. Smith, Great Northern Railway Co., 447 Main Street, Winnipeg.

"You cannot dream yourself into a character; you must hammer and forge yourself one."—James Anthony Froude.

"If we took as great pains to say kind things as we do to think unkind ones, life would be one long, metaphorical May."

District Visitor: "I've just had a letter from my son Reggie saying he has just won a scholarship. I can't tell you how delighted I am. I—"

Rustic Party: "I can understand yer feelings, mum. I felt just the same when our pig won a medal at the agricultural show."—Punch.

Another Good Foreign Sale.

About a year ago the Ontario Wind Engine & Pump Co., Limited, of Winnipeg and Toronto, shipped two of their celebrated airmotors, complete with pumps, to the West Coast of Africa. These were to be used for irrigation purposes, and were merely an experiment on the part of the purchasers. They have been so successful in their efforts that they have just placed another order with the company for five 8 ft., and five 12 ft. airmotors, complete with pumps, to be shipped to Africa at the earliest possible date. A letter accompanying the order states: "You will understand from the foregoing that the two motors already sent have given entire satisfaction and are doing their work well, but they took a long time in transit, and if you can accelerate this it would be of great advantage to us."

The above is another evidence of the truth of the statement made on the company's trade mark, that "the sun never sets on the Canadian Airmotor." These well-known mills are now to be found in almost every part of the world.

Neat and Attractive.

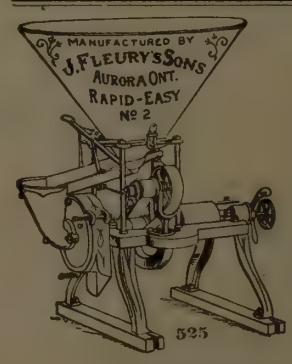
We are indebted to the Chicago Flexible Shaft, of Chicago, for a number of handsome lithographs, which recently reached our office. One of these represents a "Clark Carriage Heater," and bears the inscription: "Be comfortable while you're living, you'll be a long time dead." These are our sentiments in the matter, and it seems like pretty good advice. Another of the lithographs deserves special mention. This is a scene of a horse clipping, the work being done by a Stewart Patent 1902 Chicago Clipper, which is manufactured by the company. Clippers are a line that all dealers can handle profitable. While the manufacturers have never said anything to us in connection with the exploiting of this line in this territory, they may have something to say to our readers regarding this matter in the spring, they being firm believers in judicious use of printers' ink. The company will be pleased to send lithographs and cataloges to any dealer who writes for same. If you write kindly mention Canadian Farm Implements.

Seventy Years in Figures.

A German mathematician has done a little figuring to demonstrate what the Biblical span of life of three score and ten really means, and his results are very interesting.

Seventy years of life mean 840 months, or 25,550 days, equal to 613,200 hours, or 36,792,000 minutes, or 2,207,520,000 seconds. It shows that a man reaching that age has gone to bed 25,350 times, and, excepting childhood, he has breakfasted 25,000 times, as well as dined and supped. Supposing that he has taken three cups of coffee or tea a day, once at each meal, he has consumed 75,000 cups of either beverage. If he smoked three cigars a day he would have consumed the enormous quantity of 54,750 cigars, which, at five cents apiece, would mean that $2,737,50 went up in smoke. At the rate of a pound of meat a day he has eaten 25,000 pounds, or as much as twelve oxen. If he walked a mile a day, omitting, of course, his childhood, he has covered 25,000 miles.

He has taken 735,840,000 breaths, being 1,200 in an hour, 28,000 in a day and 10,152,000 in a year. The number of the heart beats is still greater. Let us suppose that there were 75 heart beats a minute. This would be 4,500 in an hour, 108,000 a day, 39,420,000 a year and 2,759,400,000 for 70 years of life.



The Famous

"RAPID-EASY" GRINDERS

Do More work with the same power than others.

In all sizes to suit any Power. Agents for the West, THE FAIRCHILD CO., WINNIPEG and CALGARY. A fine lithograph hanger and any information you ask.

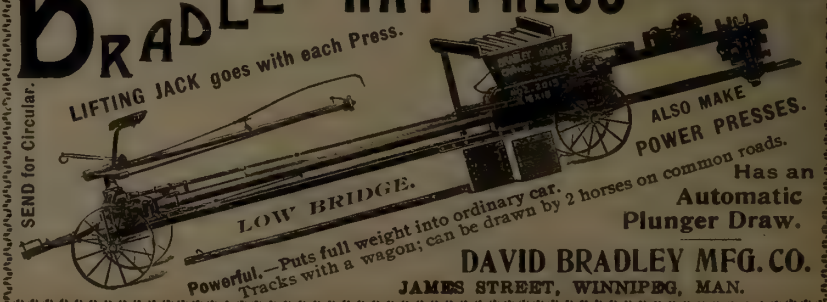
J. FLEURY'S SONS, AURORA, ONTARIO

Medals and Dipiomas, Worlds Fairs, Chicago and Paris

DOUBLE CAM STEEL **BRADLEY HAY PRESS**

One Horse can operate it Very Easy for two. Simplest PRESS Made.

LIFTING JACK goes with each Press.



SEND for Circular.

ALSO MAKE POWER PRESSES.

LOW BRIDGE.

Has an Automatic Plunger Draw.

Powerful.—Puts full weight into ordinary car. Tracks with a wagon; can be drawn by 2 horses on common roads.

DAVID BRADLEY MFG. CO.

JAMES STREET, WINNIPEG, MAN.

First Duties of a Gas Engine Purchaser.

The gasoline engine has to take the blame for many things that are unjust. There is a period between the time that the engine has made its test run at the factory and the time that it is started in the hands of the buyer that it is subjected to rough usage or handling. The railroad or transportation companies' men whose duty it is to handle freight are probably more careless in handling machinery of this kind, because of its weight, than in handling freight of any other class. Many cases have been brought to our notice where an engine arrived at its designation with the crank shaft so badly sprung that when started one or both the fly wheels ran out of true form ⅛ to ¼ of an inch. No manufacturer of any note would think of shipping a crank shaft in such a condition. The first thought of the purchaser is to blame the manufacturer for shipping the engine in such a condition. Unfortunately for the manufacturer and the purchaser, both, the damaged condition can not be determined until the engine has been received from the transportation company, receipted for and set up for operation. It is then too late to bring the matter to the attention of the transportation company and the manufacturer is compelled to undergo much inconvenience and extra expense to satisfy his customer. A case of this kind recently came under my notice where I saw, with the customer, the engine in operation on the test block in the factory. The customer bought the engine before leaving the factory because everything about its performance on the test seemed to please him, and it certainly was a fine running engine.

But the first thing he noticed when he started the engine on his own foundation was that one of the fly wheels was fully a quarter inch out of true, and it was no easy matter to convince him that the engine he saw running on the test was the one that he received. This brings up the question whether after all the manufacturer is not largely responsible for such damage because of insufficient crating and preparation for the movement and shipment of such heavy freight. It cannot but be admitted that just as little is done in this direction, by many American manufacturers as needs be to pass it into the hands of the transportation companies.

Many a dollar might be saved to the manufacturer if he exercised the proper judgment and precaution in preparing his shipments so as to protect them as far as possible against damage in transit. It seems to be "up to him" to protect himself against damage in transportation by thoroughly crating and preparing his shipments.

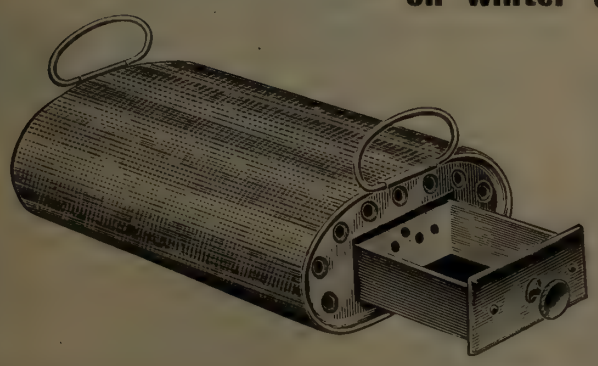
When carelessness is shown on the part of the builder, even in the matter of crating for shipment, he cannot reasonably expect to hold the transportation company or his customer responsible for damage done in careless handling. But there is an obligation which properly falls onto the purchaser, in fixing the responsibility. It is a matter of proper care of the engine by the purchaser after it falls into his possession and until he has it in successful operation. Many engines are condemned by reason of neglect at this time. It is evident that every purchaser of an engine wants it, and wants it to do successful work, otherwise he would not bargain for it. Therefore it becomes his duty the moment he has made the purchase to do his full part in putting into successful operation. He should keep in touch with the builders and have them advise him promptly on just what day his engine was given to the transportation company and what road or company received it. He should then have the agent at his station keep trace of it as far as possible so that it may not be in transit longer than necessary. When it arrives at his station he should immediately arrange to move it to a place of safety and shelter. He should provide suitable means for unloading it from the car and handling it with care.

If the place where he wishes to install it, or the foundation is not ready to receive it, he should put it into some clean dry place, take the crating off and give it a thorough cleaning by wiping off the dust, sand and grit that accumulated on it while in transit. The gearing bearings and bright parts need especial attention to see that no sand or grit remains on them, and be rubbed down. After this thorough cleaning all the bright parts should be gone over with a cloth saturated with heavy lubricating oil; or better, vaseline, so as to coat them over with oil to prevent rust until such time when the engine is ready for operation. After the engine is placed on the foundation and just before starting it, is the critical time in attention and care it should receive. Not a gear or a valve on the engine but should be closely looked after to see that they are free from grit, dust or rust. There is nothing that will start a cog or worm gear so quickly as starting the engine without cleaning them and allowing any grit to remain on them. In such a condition a few moments' run is sufficient to completely ruin a worm gear. Another point which should receive special notice is the open end of the cylinder. It should be wiped out thoroughly clean with a rag and then coated with cylinder lubricating oil by rubbing it on with the hand. This oil is gathered by the first outward movement of the piston and is carried back with it and goes a long way in supplying the deficiency in lubrication which frequently occurs in starting a new engine by reason of forgetfulness or on account of the imperfect action of the new lubricator.

The cams that operate the different valves and the sparker and governor in all its working parts should be carefully cleaned and oiled. But one of the things that is most frequently over-looked and which results in serious damage immediately after the engine starts is rusty valve stems. It so happens that an engine is often on the way from the factory to its destination for two or three weeks, and in case the weather is damp or the engine is exposed to rain, rust is bound to accumulate on it. The valve stems often rust so tightly into their sleeves through which they pass that they do not work readily. These valve stems should be closely examined, first by trying to lift the valve against its spring by working the lever which operates it, or by putting the hand directly against the stem and lifting it from its seat. If this can be done readily and the valve seats with a snap when released it indicates that it is in a good condition and not rusted enough to do any damage, but if the valve is hard to lift and sticks in the sleeve after it is lifted it indicates that it must be cleaned by removing the valve and cleaning the stem as well as the sleeves through which it works,

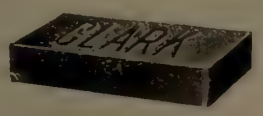
DO AWAY WITH COLD FEET

on winter drives. Be warm and comfortable all over with



A CLARK HEATER at your feet. It fits in snugly in carriage or sleigh. The Clark Heater is handsome, gives a wealth of warmth and cannot be bent or broken.

CLARK COAL



A pygmy in size

A giant in heat.

Guaranteed to give more heat and burn longer than any other coal ever made

19 Styles of Heaters. *Ask your jobber.*

Send a postal card for our new catalog "Solid Comfort."

CHICAGO FLEXIBLE SHAFT Co.,

237 ONTARIO STREET, CHICAGO. ILL.

Look for the Name CLARK on every Heater and on every piece of Coal. It is the badge of Quality.

free from rust. A little kerosene or coal oil should be put on the valve stem before it is put back in place. This will lubricate the stem and sleeve sufficiently to make them work easy in the start. An occurrence was reported to me recently which shows how carelessness of this kind will result in damage. The purchaser did not have occasion to install his engine, but stored it in a shed for some time after he received it. When he finally got ready to use it he placed it on its foundation and undertook to turn the fly wheels over without examining the condition of the valves. The result was that the anchorage of the exhaust lever pin was broken square off. The exhaust valve stem was rusted so tightly into its sleeve that the instant the cam began to lift on it through the exhaust lever there was such a heavy strain that something had to break. This lug or anchorage was a part of the cylinder-head casting, and an entire new cylinder-head was necessary to repair the break. Many accidents are reported which occur immediately upon starting the engine, which indicate that carefulness is very important right in the beginning. "Well begun is half done" "Be sure you are right and then go ahead."— Threshermen's Review.

Will Manufacture Harvesting Machines in Sweden.

The International Harvester Company, Chicago, has purchased a large manufacturing plant at Norrkoping, Sweden, where the company will soon begin manufacturing harvesting machines for the foreign trade. This statement corroborates a cablegram which was recently published in the daily press. The plant purchased was formerly known as the Mekaniska Werkstaden Vulcan, and it will only require the installation of special machinery to equip the works for manufacturing the company's line of harvesting machines.

The works proper extend over an area of about ten acres, and comprise a number of buildings including the following : office, foundry, forge, manufacturing, wood shop, paint shop, warehouses, storage depot for repair parts, shipping rooms and power house. The power plant has a tandem compound engine with condenser cooling house in yard, and all appliances for insuring the greatest economy. The air compressors include a complete system of pipes all over the plant, so that the air can be used in any department as desired. There are also large receiving tanks for storage of air in connection with the pipe system.

Railroad tracks enter the yards of the plant in three places, and lead directly to the railway freight yards and also to the docks on the river. The freight yards are so located that machines can be shipped to the docks and stored there if desired, and later forwarded by rail or water. It is only a day's run from Norrkoping to points of destination in Scandinavian countries, so that the plant is advantageously located with respect to shipping facilities.

By reference to a map of Sweden, it will be seen that Norrkoping is located on the Bight of Norrkoping, which opens into the Baltic sea on the eastern coast of Sweden about 80 miles south of Stockholm.

Raw material entering into the construction of the machines and coal for operating purposes can be secured at reasonable prices in Norrkoping and tributary territory, thus enabling the company to compete with Scandinavian manufacturers.

It is understood that the International company will manufacture some machines at its Swedish plant for the season of 1906.

Get Damages from the Union.

In the case of the Metallic Roofing Co., of Toronto, against the Sheet Metal Workers' Union, also of that city, and the International Union, the parent body, tried before Justice McMahon on October 25th, the jury after being out one hour returned a verdict awarding the plaintiffs $7,500 damages.

The Metallic Roofing Co., sued for $10,000 damages for the action of the Union in boycotting their goods during a strike of the Union men employed by the company. In rendering a verdict the list of questions submitted by Justice MacMahon were answered as follows :

Were the workmen of the plaintiffs' company wrongfully and maliciously coerced to leave its employment by the defendants, or any of them ?

"Yes," was the answer.

If you answer the above question in the affirmative, state which of the defendants induced them ?

Eleven of the jurymen agreed that the strike was declared by Local Union No. 30, and endorsed by the International Sheet Metal Workers' Union.

Did the defendants conspire by threats or intimidation to induce the plaintiffs' customers, who would otherwise have dealt with the plaintiffs to refrain from dealing with them, and did they in consequence refrain?

An answer in the affirmative was returned.

Did any of the plaintiffs' workmen, who are members of the union vote for the resolution to call out the union workmen from the plaintiffs' shops?

A.—We cannot tell from the evidence.

If you find that the plaintiffs are to recover damages by reason of the defendants' acts, at what sum do you assess such damages ?

Ten of the jury agreed to fixing the amount at $7,500.

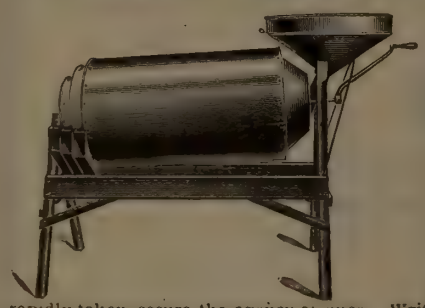
This case, which was the first of its kind tried in a Canadian court, has been closely followed by the trade and labor organizations. Its origin dates back to 1902, when the Metallic Roofing Company refused to sign an agreement submitted by the union because it contained a clause that no non-union workman should be employed by the company unless the union was unable to supply union men. Committees representing both parties discussed the matter, but were unable to reach an amicable settlement. As a result the company claimed that the union sent circulars to several of their customers, stating the firm was unfair to organized labor.

Judge MacMahon in his charge said that the men had a perfect right to stop working and by argument to try and persuade others to do the same, but they had no right to institute a boycott, which was using force.

Another Advertising Fake.

"Another production of the advertising fakir has been delivered recently to the victims in Winnipeg. It purports to be a guide to the shippers of Canada, and has been issued under the seal and with the authority of the Canadian Pacific Railway Company. The greater number of its pages are taken up with advertisements, which were secured from the mercantile community under the endorsation of that railway's officials. The prices charged were higher than well-established advertising mediums are able to

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !



THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

EVERY DEALER DOES NOT SELL THE MANITOBA LINE
of Windmills, Pumps, Engines, Grinders, etc.
They appeal to people of good judgment. They are sold by dealers who cater to the best trade, and who are in a position, financially, to control it. We deal through the trade only. Once we contract, you will find us cast iron in protecting your trade.

The Manitoba Gasoline Engine
Has no water tank. No gasoline pump. Simple, strong, safe. High grade and high in working qualities.

The "MANITOBA"
is the most scientifically designed Mill the world has yet produced.

We manufacture the Daisy Hayes Double Cylinder Force Pump in black and galvanised
Our plant is located in the west. Prompt delivery. Cheap and quick repairs.

The Manitoba Windmill and Pump Co., Limited
MANUFACTURERS
Box 301 BRANDON, Man.

command, but, of course, when the thing was being done by the Canadian Pacific Railway Company it was sure to be alright and worth the money.

Now that the work is out and in the hands of the public it is only fair that it should come in for a certain amount of comment. Such comment as has been made by the shippers of Winnipeg, who were among the advertisers, is not very complimentary. The whole proposition seems to be one of which the railway company has no reason to feel proud. The book is badly printed, badly arranged and of no practical value whatever to the advertisers whose money paid for its production, and left, no doubt, a handsome profit to the promoters as well.

We do not know who was the promoter of this scheme nor what amount of the responsibility rests upon the Canadian Pacific Railway Company, but we are sure that we only voice what is in the mind of the trade here when we say that the company should never, even to the smallest extent, have lent its name to such a proposition.

If we understand things aright the Canadian Pacific Railway Company was incorporated for the purpose of carrying on a transportation business, with the privilege of engaging in some other lines of industry which are subsidiary to that main purpose. No one would have expected, though, that the company would have gone so far afield as to enter into competition with the advertising fakir. That would have seemed to most of us to be quite beyond the range of its activities. Yet here we see the unexpected come to pass. The finished product of its effort is before us, and after a careful inspection of the work we are prepared to say that the Canadian Pacific Railway has not done a worse thing since it went into business. With such an illustrious example before him the ordinary advertising fakir may now pursue his victims without the slightest compunction. Winnipeg is easy.

It is not unlikely that other railway corporations may shortly be in the market with this same line of goods. We wonder what sort of a reception they will meet with."

Note. We reproduce the above article from the editorial columns of the Winnipeg Commercial, for October 21st. After a very careful perusal of the work referred to, we are compelled to endorse all that has been said by our esteemed contemporary. Since the publication of the above we are informed that the same advertising concern are now working a similar proposition in connection with the Canadian Northern Railway.

Who Shall Control?

"The United States is facing a critical epoch. The next five years will determine whether this country or Europe is to be the predominant force in South America. Germany, England, France, Spain, even Holland and Belgium, are making tremendous efforts to capture the Latin-American market. Unless we change our attitude quickly, we shall wake up to find that we have been distanced in the race."

Such was the emphatic statement of John Barrett, United States Minister to Columbia, during the course of a reception given in his honor at New York a short time ago.

"The question of American trade with the Orient," continued Mr. Barrett, "I consider of much less importance at the present time than that of our trade with South America. The foreign trade of all Japan was no greater last year than that of either Argentina or Brazil. The hour is a critical one, and European countries recognize it. By establishing steamship lines, and by sending out highclass Consuls and confidential agents, they are doing everything in their power to capture the trade supremacy. South American development will astonish the world, and it is very near."

Implements in Manchuria.

Just at present when the eyes of the world are turned toward Manchuria, the following extract taken from a report by United States Consul-General Sammons, of Niuchwang, Manchuria, should prove of interest:

Very little American farm machinery or, in fact, modern machinery of any kind aside from that used in connection with the railroad building, has been brought into this part of China. As a rule interested parties who have been approached, including Chinese merchants who may be able to introduce and market American farm machinery later on, favor the sending of samples or, at least, price lists combined with pictures of the goods to be sold. The threadbare suggestion that American houses send traveling representatives, or drummers, is made here as it is elsewhere in the far east. The employment of special agents by several lumber dealers has been attended with good results.

"If it is possible to introduce American agricultural methods, farm implements will be in demand. But, as indicated at the outset, the future is problematical. All indications, however, point to extensive business development following peace and a strong government control and the continuance of the open door policy. In this connection it is noticeable here, as it is elsewhere in China, that the American policy of the unquestioned integrity of the Chinese empire has a beneficial and important effect upon commercial relations, in that it gives a feeling of security and promises safety and protection for the legitimate investor."

"If there were not frequent disappointments, there would be no constant desire and reaching out for better things—no progress, no advancement."

$40 ROUND TRIP to
Eastern Canada
Tickets on Sale December 4th to 31st. Good for return three months from date of Sale.
The Best Service, Finest Passenger Equipment in the world will be found on the
North-Western Line
Minneapolis, St. Paul to Chicago
Four Fine Fast Trains Daily.
For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc., write to
THE NORTH-WESTERN LINE
GEO. A. LEE,
General Agent,
513 UNION BANK BLDG.
WINNIPEG, MAN.

SHANNON

Perpetual Book Cases

"Meet present requirements – Future needs."

A Canadian product well worthy of the distinct approval of Canadians.

Self-retiring glass doors make the sections dust-proof.

Roll-top Desks, — Standing Desks, — Typewriter Desks,

— Office Tables, Chairs, &c., &c. —

Makers of the Shannon File, Filing Cabinets, and all labor-saving office devices.

Write us for catalogue and prices

The Office Speciality Mfg. Co., Ltd.,

126 Princess St.,

WINNIPEG

Twine Prices for Next Season.

Domestic business for the harvest of 1906 has been started by the St. Louis Cordage Company, which announces prices on Sisal and Standard Binder Twine on October 10. This is the earliest formal opening of the season by manufacturers in a number of years. No other concern has yet made prices for next year's delivery, and it will be interesting to observe what will follow an active campaign for business by the St. Louis Company this year. Last year that company opened its campaign in November, and the International Harvester Company startled the trade by naming a schedule on December 5, in contrast with its action in opening the previous season (1904) on April 15 and the season before (1903) on April 1, The St. Louis Company makes the same price this year that it did last, namely, 9½ cents for Sisal and Standard in any quantity f.o.b. St. Louis, and the price is guaranteed against its own prices to date of shipment. Export trade continues on about the same basis as previously reported, although the price of 8¾ cents, at which most of the Twine has been sold, is regarded by some manufacturers as being too low, in view of the present value of raw material.

"Cordage Trade Journal."

Are you Going South?

We have just received a notification from Major Swinford, the genial General Agent of the Northern Pacific Railway Co., of Winnipeg, stating that his company have inaugurated for the season of 1905—06, their popular fall series of tourist excursions from Winnipeg to California. These excursions are run in through tourist cars operating over the Northern Pacific via Portland and the Southern Pacific to Los Angeles, and last season proved exceedingly popular with those excursionists who annually spend the winter in Southern California.

The tourist cars are operated by the Pullman Company with porter in charge, and every convenience is furnished similar to the standard pullmans at only one half the rate for sleeping car accomodation, and the fact that cars will run through from Winnipeg to Los Angeles without change insures this being a popular route for those desirous of making the trip. Announcement of the departure of these tourist trains will be found in the advertising columns, and full particulars will be furnished those wanting information on application to Major H. Swinford, General Agent, Northern Pacific Railway, Winnipeg.

A Suggestion Full of Danger.

A brilliant suggestion is going the rounds, that the terminus of the new transcontinental line should be called Edward, after the King. It would be so Empire binding, don't you know, and so thoroughly and completely idiotic. Fancy a young girl saying she was going to Edward. What could her hearers make of it. Imagine an elderly maid saying that not for worlds would she leave Edward.—Ex.

CANADIAN PACIFIC.

ANNUAL

EASTERN CANADA

EXCURSIONS

$40.00

TO ALL POINTS IN

ONTARIO & QUEBEC

MONTREAL and WEST

St. John, $54.50

Halifax, $57.50

Tickets on sale daily, Dec. 4 to 31 inclusive, good to return within three months.

Finest Passenger Equipment, including Standard First Class Sleeping and Tourist Cars on all Through Trains.

TWO THROUGH EXPRESS TRAINS

Leaving Winnipeg at 27.5 and 19.45 daily.

OFFICE, —447— MAIN ST.

GREAT NORTHERN RAILWAY

'Phone 195

ROUTE OF THE

"FLYER"

TICKETS TO ALL PARTS OF THE WORLD

Baggage bonded through to Canadian points, no customs inspection.

Thoroughly Modern Equipment.

Train leaves C.P.Ry. Depot 2.25 p.m. daily.

Train leaves C.N.Ry. Depot 5.20 p.m. daily.

R. J. SMITH, D. F. & P. A. D. T. CUMMINGS, Ticket Agent.

F. I. WHITNEY, G. P. & T. A., St. Paul, Minn.

NORTHERN PACIFIC YELLOWSTONE PARK LINE

CALIFORNIA Tourist Car

NOVEMBER 21st

Winnipeg to Los Angeles

WITHOUT CHANGE

Via Portland and San Francisco,

LOWEST RATES (reserve berths at once)

THROUGH TOURIST CARS WILL LEAVE WINNIPEG EVERY TWO WEEKS THEREAFTER.

FULL PARTICULARS FROM

H. SWINFORD, General Agent } 341 MAIN ST., WINNIPEG.
R. CREELMAN, Ticket Agent } PHONE 1446

CANADIAN NORTHERN

$40.00

CANADIAN NORTHERN

EASTERN CANADA EXCURSIONS

FROM WINNIPEG, Dauphin, and all Stations South to points in Eastern Canada, Montreal and West. Proportionately low rates from points west of Dauphin and to points east of Moutreal.

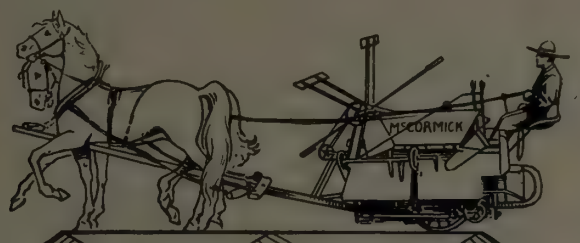
TICKETS GOOD TO GO Daily December 4th to 31st inclusive. LIMIT 3 months from date of sale.

STOP-OVERS ALLOWED

CHOICE OF ROUTES

Observation Compartment Club Cars between Winnipeg and St. Paul.

Full information from any Canadian Northern Railway Agent.



THE

DIAMOND

ANNIVERSARY

FOR

McCORMICK MACHINES

will be celebrated in 1906 by agents for the O.K. line. ¶ The beginning of the brilliant record for the McCormick was in 1831, seventy-five years ago, and each succeeding year has added luster to the clean-cut record of these world-famed machines. ¶ Secure a 1906 contract for the McCormick, and celebrate not only the McCormick anniversary, but also a Successful, Prosperous Year.

Write nearest Branch House, or see blockman for terms and territory.

INTERNATIONAL HARVESTER CO. OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

Our Line for 1906

will be larger and more complete than ever

We Want to Interest You in it

If you are open to do business, drop us a line and our traveller will call.

Harvesting and Haying Machines,
Shoe, Hoe and Disc Drills,
Disc and Drag Harrows,
Cultivators and Scufflers.
PLOWS—*A full line of Walking and Riding Plows of every description*
Woodstock Farm Wagons and Sleighs.
Cutters and Carriages.
Manure Spreaders,
Hay Loaders,
Side Delivery Rakes,
Tedders, etc.

THE Frost & Wood Company LIMITED.

WINNIPEG **REGINA** **CALGARY**

The PETER'S
DOUBLE CYLINDER
FORCE PUMP

THE BEST HAND FORCE PUMP ON THE MARKET.

It has just Double the Capacity of any other Pump. Notice the Twin Cylinders By means of the Double Capacity you save 50% labor and 50% wear on your Pump.

It will also operate 50% easier than any other Pump **because** one **Rod** will balance the other, no matter how deep the well A four-year-old child can operate this Pump in a 50 foot well.

This Pump is very **Durable.** It has **Solid Brass Cylinders,** the Pipe and Rods are Galvanized, and—best of all—it has **No Stuffing Boxes** to wear out.

You can attach **Hose, Windmill** or **Gas Engine.** It is a Fire Department in itself.

The Above are Solid Facts

We want every dealer to write us for circular and prices. It will be to your interest.

MANUFACTURED BY PETER'S PUMP CO., KEWANEE, ILL.

Railroad Plows
P. & O. Canton Plows
Oxford Gang Plows
Hamburg Wagons
Tiger Drills
Land Packers
Wheel Scrapers
Drag Scrapers
McKie Buggies

A full line of Farm Machinery and Carriages

W. Johnston & Co., Ltd.
GENERAL AGENTS
Winnipeg, Manitoba.

NO. 10 DOUBLE DISC GANG PLOW

Will turn in its Own Length and not Tip Over

1000 Mile Axles

Ask for Circular

Sell the Bradley!

Nos. 9, 10, 11 Disk Gang Plows, and you will satisfy your trade

Because they are built to SATISFY. Will plow soil that a moldboard plow will not penetrate. Chilled Ball Bearings on the Disks Built of best material procurable. For the price they are simply wonderful. Our No. 12 4-Disk Gang is having a wonderful sale all over. For engine plowing it is in a class by itself. Write us for printed matter, prices and terms. All correspondence answered

We are permanently located in Winnipeg, and assure the Implement Dealers in this section that a look over our line is worth while, and that our PROPOSITION pays

DAVID BRADLEY MFG. CO.
McRAE BUILDING, WINNIPEG, MAN.

Head Office and Factory BRADLEY, ILL., U.S.A.

CANADIAN FARM IMPLEMENTS

VOL. II, No. 6. WINNIPEG, MAN., DECEMBER, 1905. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

Dominion Bank

HEAD OFFICE : TORONTO

Capital, authorized - - -	$4,000,000.00
Capital paid up - - - -	3,000,000.00
Reserve fund and undivided profits	3,565,000.00

Branches in Manitoba and N.W.T.

WINNIPEG—F. L. Patton, Mgr.
Main Office: Cor. Main and McDermot. North End Branch: 709 Main Street
BRANDON. BOISSEVAIN. DELORAINE.
GRENFELL. SELKIRK.

INTEREST ALLOWED ON DEPOSITS.

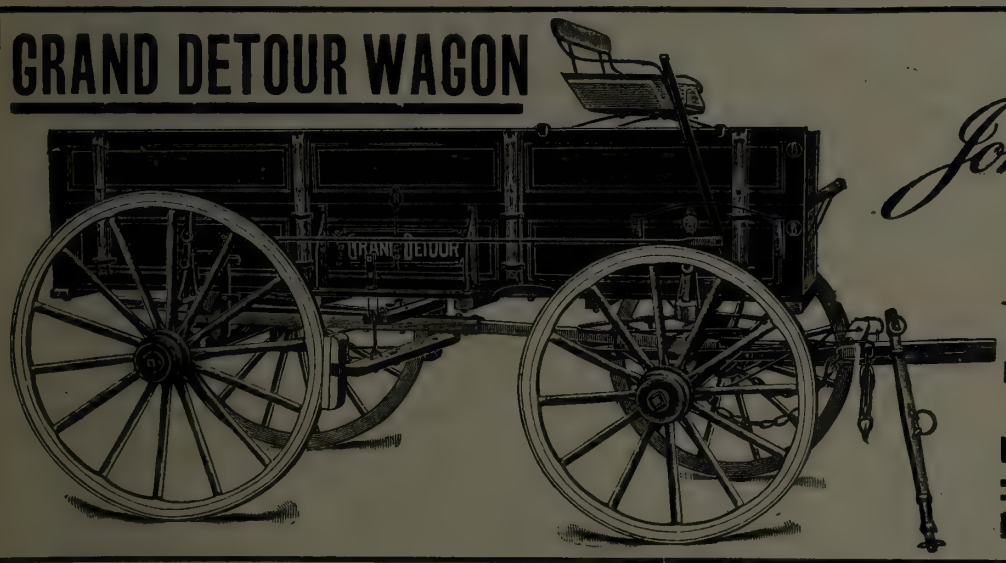
"A STRONG PROPOSITION" is harness of our making. It's built that way purposely. The leather we use stands strain, it's sewed or riveted together to stand still more strain, and with it all style shines out from every strap and buckle. It's fitting that a good horse should have good harness. Get your horse goods here and you'll have something to be proud of—even the reasonableness of our prices.

Catalogues supplied to the trade.

THE GREAT WEST SADDLERY Co., Ltd.

WINNIPEG, Man, CALGARY, Alta.

GRAND DETOUR WAGON



John Watson Mfg. Co. LIMITED.

WINNIPEG, - - MAN.

Write us for Prices on

Pulverizers, Harrows (Both Wood and Steel),
Sleighs, Horse Powers,
Wheelbarrows, etc.,

We carry a Stock at

CALGARY, REGINA and BRANDON.

If you require a ***Fire or Burglar Proof***

SAFE OR VAULT DOORS

write us for prices and catalogue. We can quote you prices that will interest you.

W. JOHNSON & Co., Ltd.,

776 MAIN STREET, WINNIPEG, MAN.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence Invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

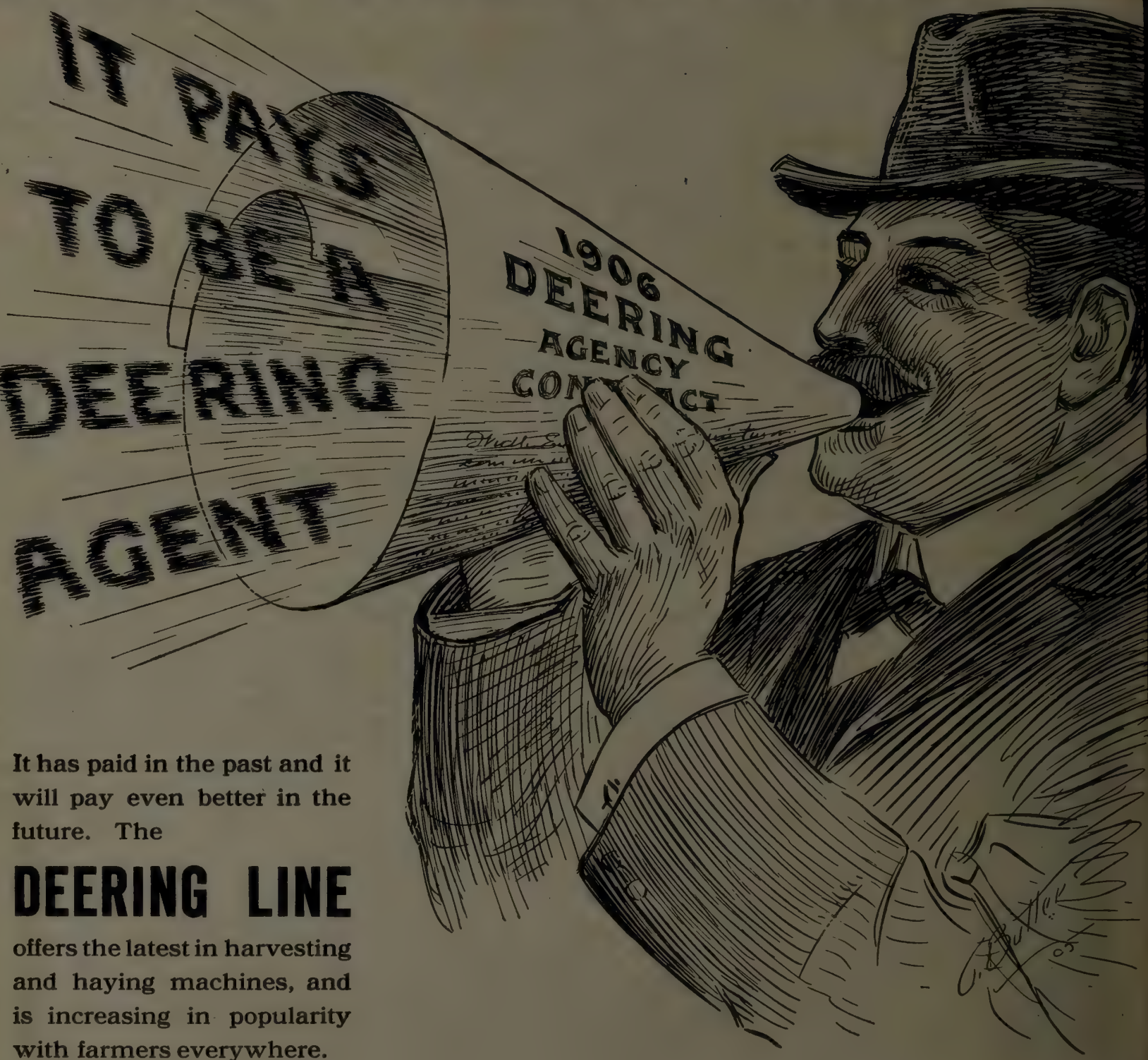
SAFE LOCK SHINGLES

Tell us all about your requirements and ask for our 1905 Catalog.

CLARE & BROCKEST

246 Princess Street Winnipeg, Man.

HEARD ON EVERY HAND



It has paid in the past and it will pay even better in the future. The

DEERING LINE

offers the latest in harvesting and haying machines, and is increasing in popularity with farmers everywhere.

Write to-day to nearest general agency or see blockman for terms and territory.

Canadian General Agencies } CALGARY - MONTREAL - REGINA - TORONTO
LONDON - OTTAWA - ST. JOHN, N. B. WINNIPEG

INTERNATIONAL HARVESTER COMPANY OF AMERICA

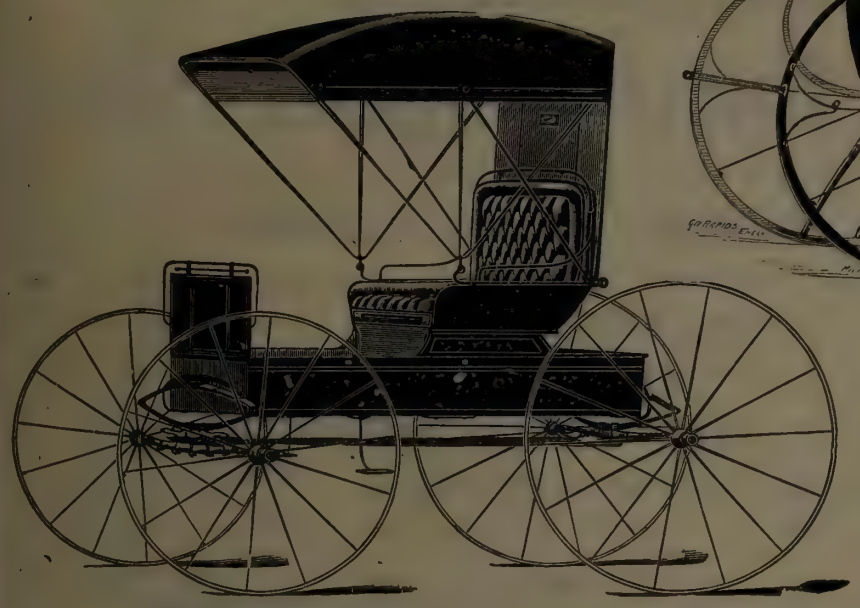
(INCORPORATED)

CHICAGO, U. S. A.

IT PAYS TO BUY AND IT PAYS TO SELL

Palmerston Carriage Co.'s

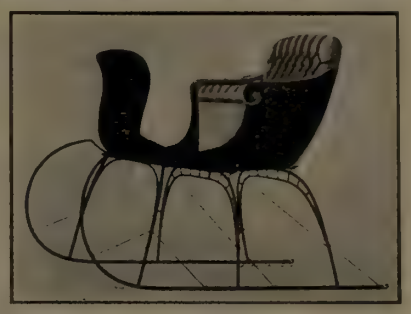
Carriages, Buggies, Cutters, Sleighs, etc.



"DAN PATCH"

Truss Gear Speeder.

This handsome speeder, made expressly for trotting and pacing, is a strong durable sleigh, and very light, with ample front room for any trotting or pacing horse. Comfortable seat and leg room making a good business or driving sleigh. Seat 19 in. by 30 in., with good spring back. Track, 4 ft.; length of runner, 5 ft. 2 in.; painted in rich colors and trimmed with fine broadcloth and cord.



They lead in Style. **They lead in Material.** **They lead in Finish.**

Write for Catalogue and Prices to

A. C. McRAE, General Agent,

King and James Streets, WINNIPEG, Man.

They Satisfy

And satisfaction increases sales.

SUPERIOR

"THE NAME IS A GUARANTEE OF EXCELLENCE"

There's nothing "experimental" about the Superior Drill. It always satisfies the farmer, because it does his work the way he wants it done. Look at its strength. Superior Drills have many exclusive SUPERIOR labor-saving features.

SUPERIOR DRILLS are well named. The NAME tells a True Story.

SUPERIOR DISC HARROWS ON WHEELS give Agents a monoply on the best Harrow proposition in the world. It is the only Harrow in the world that rides on its own wheels. Easy to manage as a road cart.

The Superior Northwest Single Disc "Closed Delivery" Zigzag Drill. The Drill that plants for Profit.

WRITE FOR CATALOGUE AND SPECIAL AGENCY TERMS.

AMERICAN SEEDING-MACHINE CO.

CANADIAN DIVISION, WINNIPEG, MANITOBA.

Best Made for Best Trade

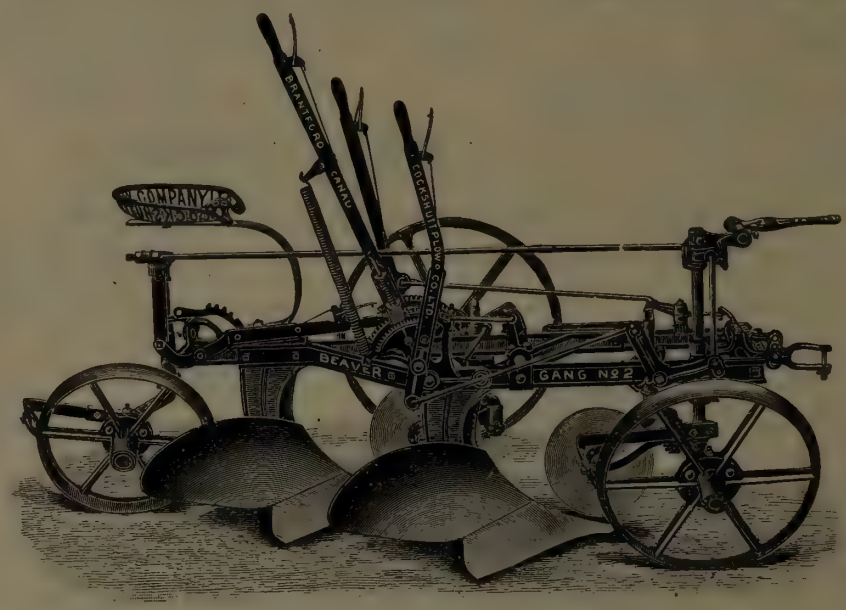
No chances are taken when buying

Cockshutt Plows, Harrows and Drills

They make Farming Profitable.

A Merry Christmas
and a
Happy New Year.

To our many Customers and friends we extend the "Compliments of the Season," and for 1906 we wish them Success in Business, Bountiful Harvests, Health and Happiness.



The Beaver

The Beaver is a new plow which we put on the Northwest Market during the past season and we are pleased to say that it has proved a success and we are now receiving large orders for 1906 Spring delivery. It is strong and durable and very easy to operate and has all the advantages of gangs which are much higher in price.

OUR GOODS SELL ON SIGHT AND STAY SOLD

Cockshutt Drills

They are a safe and profitable investment. We make Hoe Drills, Shoe Drills, Single and Double Disc Drills. We have demonstrated that our Single Disc Shoe is the best on the market.

COCKSHUTT SHOE DRILL

We handle

Adams Wagons
Adams Sleighs
Ideal Windmills
Maple Leaf Grinders
Armstrong Buggies
Armstrong Cutters
Noxon Cultivators

Cockshutt Plow Co., Ltd., Winnipeg.

FACTORY, BRANTFORD.

CANADIAN FARM IMPLEMENTS

Vol. II, No. 6. WINNIPEG, MAN., DECEMBER, 1905. SUBSCRIPTION PRICE { Per Copy 5c Per Year 50c

Farm Implements and National Prosperity

By W. A. CLEMONS, Department of Agriculture, Ottawa.

In this country the agricultural interest is paramount. According to recent figures the capital invested in manufacturing is $447,000,000; in farming $1,760,000,000. There are in Canada 471,833 farms and 14,650 factories; 344,000 persons are engaged in manufacturing; while over a million people, not including women and children, are employed in farming. This means that practically one-half our population are supported directly by agriculture. Of the remaining half a very large proportion is engaged in transporting to market, preparing for use, or distributing to consumers the products of the farm. What would the business of the great carrying companies of America amount to if they no longer handled trainload after trainload and shipload after shipload of wheat and corn, milk and meat, butter and cheese, horses and cattle, wool and cotton, fruit and vegetables, eggs and poultry? The statistics for a few of these items may not be out of place.

In the years 1903 and 1904, Ontario, Manitoba, and the Territories produced 171,155,307 bushels of wheat, of which 68,812,021 bushels were exported (in grain or flour), leaving over 100,000,000 bushels to be consumed by our own people. In 1901, according to the Dominion census, Canada produced 141,026,229 pounds of butter, of which only 16,656,279 was sold to other countries. The same year Canadian hens laid 84,132,802 dozen eggs, and all of these were consumed in Canada except 11,363,914 dozen. In 1902 Ontario alone produced 48,185,125 bushels or over 16,000,000 barrels of apples, only 516,215 barrels of which were exported to all countries. If all the farmers were to go out of business, if this mighty stream of provisions were suddenly dried up at the source, we should all be reduced to a diet of fish every day of the week instead of on Fridays only, with a few locusts and wild honey for dessert. Indeed our bill of fare might reach the primitive nature of the "first seventy thousand ages, when men ate their meat raw, biting or clawing it from the living animal, as they do in Abysinnia to this day."

The American farmer not only feeds them all, but he practically clothes them all, and his farm products form the raw material of many of the great manufacturing establishments which afford employment to the dwellers in cities. The immense packing houses, the flour mills and breakfast food factories, the tanneries and shoe factories, the woollen and cotton mills, the breweries and distilleries, the tobacco and cigar factories, the sugar and canning factories could not exist without the raw material supplied from countless farms.

Little wonder then that bankers, manufacturers, merchants, all the so-called "business men," scan with keenest interest the bulletins announcing the condition of the crops —wheat, corn, cotton, and what not. Good crops mean to them good collections and expanding business, bad crops mean slow collections, stagnation of business, and pinching economies not only for the farmer, but for the business man and the laboring man as well.

National prosperity, in Canada especially, depends first of all upon agricultural prosperity. We are blessed with fertile soils and favorable seasons to a greater extent than many other countries, yet to ensure success in our agricultural operations these must be carried out thoroughly, quickly, and economically. This cannot be done to-day, without using the best and most highly improved farm implements it is possible to obtain.

Rapidity and economy in agricultural operations are intimately connected. In most sections competent and trustworthy farm laborers are difficult to find and wages are high. Female help on the farm is almost out of the question at any price. As a consequence the farmer finds it necessary to worry along as best he can with the assistance of his family, employing and boarding as few men as possible, depending more and more upon machinery to economize time and labor. It is not strange, then, that a growing demand for farm implements of greater capacity and up-to-date pattern is one of the features of the day. It is likely that in the near future Eastern farmers will insist, as do the Western farmers now, on having three and four horse plows and harrows, cultivators, rollers, and seeders, so that one man will be able to do the work for which two are usually required at the present time. Our growing season is so short that every hour counts in seed time and harvest. Sowing, reaping, and threshing must be rushed to completion, for time is too precious to be frittered away with single furrow plows, five-foot binders, and small horse-power threshers. Perhaps in the not too distant future we will all be able to drive at our ease around our fields and perform all our agricultural operations with electrical implements impelled by storage batteries.

Improved machinery also contributes greatly to thoroughness of agricultural methods The breaking and subsequent cultivation of prairie lands has become a far less difficult proposition since the implement manufacturers began to devote their closest attention to the problem of furnishing suitable machinery for the purpose. It seems strange that, in a country where grain growing is the greatest interest, so little attention has been paid to obtaining machinery for cleaning seed grain, for good seed is at the foundation of good farming. Better seed is urgently needed in every province, but particularly in the three Western provinces where everything largely depends on the wheat crop. Yet it is idle to talk of pedigreed or hand-selected seed to farmers who do not own or use a fanning mill, and who persist in sowing mixed, dirty, shrunken or smutty wheat, when better can be obtained. At any rate we have right here a capital opportunity to demonstrate the influence of machinery on the successful development of agriculture.

The inventive genius of man has certainly worked a revolution in agricultural practice during the past century. The manufacturer of agricultural implements and the dealer who has distributed these implements among the farmers deserve an immense amount of credit for their achievements. Of course, implement men are not philanthropists working solely for the good of others. They are not in business for their health—which one of us is? But the farmer has only to hark back a few decades to the days when all seed was sown by hand, a little earth scratched over it with a brush drag, the resultant crop harvested with a scythe or cradle, bound by hand if at all, the grain threshed out with a flail, and dragged to mill or market even in summer on a home-made jumper, to realize what improved machinery has done for agricultural and national prosperity.

How could the present day farmer get along without his improved plows, harrows, and cultivators for preparing the seed bed, his seed drill and rollers, his mowers and binders, his tedders, hay-loaders and hay-forks, his big steam threshers and hay-presses, his wagons, democrats, buggies, and carts?

Who can estimate the benefit that has accrued to the dairy industry from the invention of the Babcock tester and the cream separator? We may look for another revolution in dairying if ever the milking machine becomes a practical reality, doing its work quickly, safely, thoroughly, and economically, without infecting the milk with a few dozen varieties of bacteria and "two-and-seventy distinct smells." The twentieth century fruit grower can scarcely raise a crop of XXX fruit without using

New Proposition to Sewer Contractors

AN OPPORTUNITY FOR SEWER AND WATERWORKS CONTRACTORS TO MAKE A FORTUNE with comparatively little risk.

After twenty years of continuous effort we have perfected a trenching machine for all classes of earth work handling in connection with trench excavation which to-day stands *unequaled* and *unapproached,* in fact, STANDS ALONE.

For general adaptability and efficiency in this class of work it is not only a pronounced success in the matter of trench excavation, but stands at the head of twentieth century achievements in the line of invention.

The field covering the various branches of trench excavation in the United States is enormous, and will increase for many years to come.

Our CHICAGO SEWER EXCAVATOR is *absolutely the only known machine in the world* that supplies this need as a practical all round machine and a *commercial success.*

Hitherto we have leased our Excavators for doing the excavation on one contract at a time only, thereby giving us an opportunity to perfect the machines, and the contractor an opportunity to test their merits, until to-day they are considered *practically perfect.*

In response to an almost universal demand on the part of contractors wishing control of the machine in their own territory, we have decided to lease these Excavators for a term of years with exclusive privileges, and on a basis that is within easy reach of any responsible contractor. To control these machines in this manner means to *control every branch of industry having to do with trench excavation,* as manual labor cannot successfully compete with this machine. *If this statement is true, it will be seen the possibilities are large.*

To accomplish this has taken a fortune in money, and consumed a part of a lifetime on our part, while hundreds of thousands of dollars and many years of time have been expended on the part of others in an effort to bring about this result without success.

To contractors already in the business, or to men seeking a lucrative business venture, it would be difficult to conceive of a business proposition promising as large returns with the investment *so well guarded* as in this instance. *It is a proposition where the contractor cannot help making money if reasonable business acumen is used.*

The hazard in sewer contracting is invariably in the excavation, which risk is practically eliminated in the use of our machines.

THIS IS AN OPPORTUNITY OF A LIFETIME, which fact the slow contractor will appreciate when he finds his territory has been disposed of, and he confronted with a handicap that neither mind nor money can overcome.

Parties interested can be shown machines in operation near Chicago.

CHICAGO SEWER EXCAVATOR.

Municipal Engineering and Contracting Company

607 Railway Exchange

Chicago, U. S. A.

147-3C 10-4-5. Excavating to maximum depth of 20 ft. and maximum width of 5 ft. SEND FOR CIRCULAR.

his spraying machines and other orchard implements, while the truck farmer must have his potato planters and diggers, his wheel hoes and cultivators, and his long list of garden utensils. But why multiply instances? Enough has been said to show that the farmer and implement man are mutually dependent, and that neither could make a success of his calling without the other.

So long as the dealer handles well made serviceable, up-to-date machines, gives the buyer fair treatment and does not beguile him into purchasing unnecessary implements, he is deserving of every consideration. Such a dealer deserves to have his bills met promptly, unless there are unusual extenuating circumstances, and the farmer who ties up all his spare cash in land speculation or what not, and neglects to pay for his farm implements, is not giving the dealer a fair show.

While a great deal has been said of the beneficial results of using agricultural machinery, there is undoubtedly a reverse side. The abuse as well as the use of farm implements has its influence on prosperity. The purchase of unnecessary tools, or those that are seldom or never used, is a considerable drain on some farmers' resources, while the neglect to take proper care of valuable machinery is an even more objectionable practice. Farmers are particularly prone to the latter wasteful course in an immense new country like the Canadian West, where farm ideas and operations are on a big scale, where small things are neglected, and especially where lumber and other building materials are scarce and high priced. It is scarcely necessary to say, however, that the farmer who leaves his costly implements all year long to the ravages of the elements is not contributing as extensively as he might to the general prosperity.

Imports of Fence Wire.

For the year ending June 30th, 1905, Canada imported 16,692 tons of galvanized fence wire valued at $658,123, and 20,597 tons of barb wire fencing valued at a total of $892,367. Almost 93 per cent. of the galvanized wire came from the United States, and 86 per cent. of the barb wire. The remainder came from Great Britain and other countries.

A Valuable Invention.

It has frequently been said that "necessity is the mother of invention." We have no better demonstration of this truth than in the invention of the trench digger or excavator, a machine capable of excavating to a maximum depth of 20 feet, and a maximum width of 5ft., and of being operated by either two or three men. Up until the time this machine was placed upon the market contractors for sewer and waterworks construction were at the mercy of their laborers, owing to the formation of so many powerful labor unions. With its advent this state of affairs was considerably changed, as the contractor using it was able to figure on contracts without fear of strikes, of men wasting their or his time, of absentees, and of many of the other contingencies in connection with the labor problem that was for ever confronting him.

Another powerful advantage this machine has is that it not only solves the labor problem, but it also expediates the work and lessens the responsiblity, thereby enabling the contractor to accomplish two or three times the amount of work in a season than he could otherwise do. It is no longer in the experimental stage, but is far past that point and eminently practicable for the work for which it is intended. Each year sees the excavator coming into more general use, and in a country such as ours, where help is so scarce and labor so expensive, it should prove of inestimable value

In this issue the Municipal Engineering and Contracting Co., of Chicago, Ill., are advertisng their "Chicago Sewer Excavator." In this machine, which they manufacture in five different sizes, the company have an article which they state they will guarantee to satisfactorily and efficiently perform the laborious task of trench digging, when placed to work on any kind of soil, no matter how hard or sticky, that can be plowed or picked. This company are desirous of placing a few of these machines in Western Canada where so much is being done in waterworks and sewer construction. We might add that these machines are not sold outright, but are leased to responsible contractors for a period of years, during which time the contractor has exclusive privileges in his territory. This would be a first rate line for the dealer to interest his local contractor in, and we would advise all who are interested to write the company for full information, catalogues, etc., regarding this machine. When writing we would thank you to mention Canadian Farm Implements.

Kindness does not have to speak very loud to be heard.

It's Right.

A newspaper publisher offered a prize for the best answer to the conundrum, "Why is a newspaper like a woman?" The prize was won by a lady who sent this answer: "Because every man should have one of his own and not run after his neighbours."

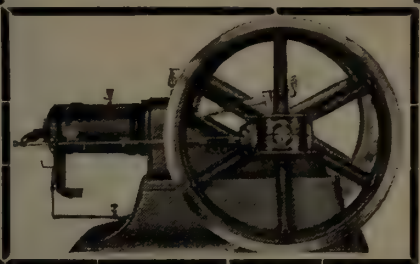
THE SIMPLICITY

GAS and GASOLINE

ENGINES

Every Dealer should get our Agency Proposition before contracting

They are demanded by every Farmer who has an opportunity to examine them in operation



MANUFACTURED BY

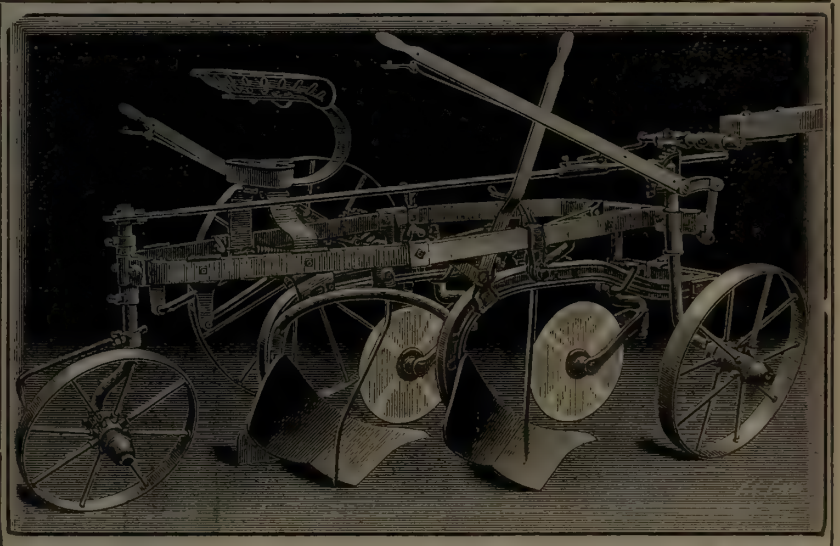
Western Malleable & Grey Iron Mfg. Co.

Milwaukee Wisconsin.

FOR

Joseph Maw & Co., Limited,

Winnipeg, Canada.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO., Beloit, Wis., U.S.A.

THE Frost & Wood Company LIMITED General Agents,

WINNIPEG - - REGINA - - CALGARY

We Wish All Our Agents a Merry Christmas and a Prosperous New Year

IN THE SALE OF

UNEEDA CREAM SEPARATORS

Low Down Supply Can

Gearing All Enclosed

Automatic Oiler

Easy to Operate

Get Our Catalogue

Skims Cleanest

Smooth Velvety Frothless Cream

Makes Best Grained Butter

Cleans Easiest

Agents Everywhere

NATIONAL MANUFACTURING Co. LIMITED, PEMBROKE, ONT.

OUR GUARANTEE

WE GUARANTEE this Cream Separator against defects in either material or workmanship for a period of ten years, and agree to replace, free of charge any part or parts of same which may have become unfit for service because of such defects, provided the damaged parts are first returned, freight charges prepaid, to our factory. All claims for gratis repairs mus be made by the original purchaser of the machine direct to our factory, and to no one else.

THE NATIONAL MANUFACTURING CO., Ltd., ... Pembroke, Ont.

Western Branch---C. C. Macdonald, Mgr., 151 Bannatyne St. East, WINNIPEG, MAN

Distributing Points: St. John, N. B.; Sherbrook, Que.; London, Ont.; Calgary, Alta.; New Westminster, B. C.

The Man Without a Cream Separator in 1905.

Commencing with our January number, and continuing throughout the year, we have endeavored in each issue of "Canadian Farm Implements" to touch on some phase of the cream separator business that would be interesting and helpful to the implement dealer handling cream separators. During the past season a goodly increase has been registered in the sale of these labor-saving machines, and we feel perfectly safe in saying that the farmer who has made such an investment during the past twelve months does not regret having done so. The results undoubtedly have been most profitable for him. By the use of a machine he has been enabled to secure the highest market price for his butter, and his young calves, fed on the warm skim milk, fresh from the separator, have turned out a muh better bunch than any lot fed on cold milk during other seasons. The work of the dairy department has been greatly lessened, and now is a pleasure rather than a drudgery, and in short the farmer is completely satisfied with his bargain.

In this issue we purpose devoting a little time and space to a discussion of "the man without a cream separator in 1905." What advance has he made in modern dairying methods during the past year? None. He has stuck to the old way of doing things and finds it utterly impossible to drag himself from the rut into which he has fallen. All that the progressive implement dealer can show to him, all that he can demonstrate to him, as sufficient reason why he should use a cream separator, has no effect and is turned off by him like water from a duck's back.

Such a farmer has no desire to change his manner of performing his work. He believes in the saying, "What was good enough for my father is good enough for me," and is living up to his belief. Where would agriculture have advanced to during the last half century if all farmers believed in the methods of their forefathers? The farmer without a separator preferred to abide by his belief, even though it had been shown by the dealer that it would be infinitely more profitable for him to invest in a machine. He could not see far enough ahead to reckon the value of such an investment, and consequently lost more money during the year than a machine would have cost him.

Then all the work in connection with the operation of his dairy was of the hardest and most unpleasant kind. His women folk were working away with the old pans and cans, scrubbing the flesh off their bones in an effort to keep the dairy utensils clean, and continually fretting and worrying because unable to produce as good a quality of butter as a neighbor using a cream separator. They had no pleasure in connection with their work and their heart was not in it. It was all right to pursue such methods when there were no better, but since the advent of the cream separator such methods have forever been abandoned by progressive farmers.

Not only was the work made a drudgery, but it also resulted in great loss. Good money was being continually lost in the skimming process. The women took all the cream they could get off the milk, always firmly convinced that they had it all, when in reality they only secured from two-thirds to three-fourths of it. See the loss the farmer was suffering here. If he was milking ten to twelve cows of the average type, his annual income from this number, in value of butter, should be between three hundred and fifty and five hundred dollars. If butter-fat, equivalent to one-quarter or one-third of the total, was lost yearly through the skimming, here was a direct annual loss of from eighty to one hundred dollars. Thus more money was actually thrown away each year than would have paid the cost of an up-to-date cream separator.

Not only was there a great loss in the total butter-fat value, but the farmer also lost on the skim-milk. He fed this milk, containing a valuable amount of butter fat, to his young stock under a variety of conditions. Sometimes it was sour and curdled, sometimes warm, others cold, again thick and often thin, and a bad mess generally. Despite the fact of the butter-fat in the milk he thus incurred another loss in the food value of the by-product of his diary.

How much more profitable it would have been for him to have invested in a cream separator at the beginning of the year. He would have saved all the butter-fat from the milk, which after separation would be warm and sweet and full of the life-giving and body-building constituents that make it such an admirable food for young stock. When these were ready for market he would have little difficulty in securing the highest market values for them.

The farmer without a separator in 1905 was not only at a disadvantage in losing his butter-fat, and having to take low market prices for his stock, but he also suffered great loss in the sale of his butter. When his milk was placed to raise the cream, it was exposed to absorbtion of all the multiferous odors of the dairy. Then the cream was skimmed and set aside for churning day. When this task was completed the butter was taken from the churn, salted and worked, and then packed for market, which was usually at the country store where the farmer secured trade for it. The country storekeeper was shortly afterwards visited by the wholesale butter buyer. This expert stuck his tryer into the butter, of which we are speaking, and pulled out a plug. After gazing, sniffing at, and sampling this product he said: "I don't want that butter." The storekeeper then, in order to get rid of it, sold it to some confectioner or soap manufacturer, and always at a price away below the original cost of production at the farm.

Another loss, and a most important one, suffered by "the man

De Laval Separators

Have Received EVERY HIGHEST AWARD at Every World's Exposition since their Earliest History :—

CHICAGO, PARIS, BUFFALO, ST. LOUIS, PORTLAND. 1905.

The world's experts on dairying and dairy machinery endorse the judgment of the man who operates a DE LAVAL Separator.

The Sales of De Laval Separators Increased 40 per cent. in 1905.

This is a tribute to their excellence, and to the ability of Western dairymen to discriminate in Separator values.

The De Laval Separator Co.

New Offices, Stores and Shops,

14 & 16 PRINCESS ST., Winnipeg.

Montreal, Toronto, New York, Chicago, Philadelphia, San Francisco.

EMPIRE CREAM SEPARATORS

have been placed in more dairies in Manitoba, Alberta and Saskatchewan in the last two years than any other two makes. . . .

This speaks emphatically of merit satisfied users and satisfied agents. An EMPIRE Contract will bring you more profit with less trouble and expense than any other line. . . .

This is contracting time. Get in line and write for our terms. Catalogue free on request. . . . . .

Empire Cream Separator Company of Canada, Ltd.

Toronto, Canada.

Ontario Wind Engine and Pump Co., Ltd.

Winnipeg.

without a cream separator in 1905," was the loss of reputation. As a rule Western buttermakers stand high in the estimation of the butter consuming public, but the farmer without a cream separator does not contribute towards this happy state, and he never will figure as the maker of a satisfactory product until he gets out of his old rut and switches himself into the modern groove. In order to achieve the greatest success in butter-making it is essential that he secure and place in his dairy the proper machinery that will enable him to produce a marketable commodity.

Much has been said and written regarding a cream separator paying for itself in one year in the saving of butter-fat alone. This fact is vouched for by many authorities, and there are few who will dispute it. But even did the separator fail to obtain more cream from the milk than the gravity process, it would still be a profitable investment for the farmer. It would pay for itself in labor-saving to the women folk, in giving a more nutritious by-product for the feeding of the young stock, and in saving time in washing and cleaning. A saving of time is a most important thing in the operation of the modern dairy, and a machine that lessens work and economizes in the matter of time is bound to put money into the farmer's pocket.

Then a gain is made in the quality of the product produced from the cream separated by the cream separator. There is a demand for this commodity, and its price ranges from three to ten cents per pound higher than butter made in the old process. We want to emphatically say that the rank and file of the farmers throughout the country, with their somewhat limited equipment and often unsuitable conditions, will produce, by the use of the separator, a product that will sell on any good market for from three to ten cents per pound higher than the product they would produce by the gravity system.

Thus when the whole situation is summed up we find the man with a cream separator in 1905, more than doubled the cost of his machine in profit during the year. First, he saved butter-fat; second, he raised a better bunch of young stock and got top prices for them; third, he saved labor and time; fourth, he secured a better and more marketable product; fifth, he got a higher price for it; and last, and by no means least, he helped to build and maintain the reputation of his country as a butter producer in the markets of the world.

It is our sincere wish that the implement dealers of the West will have a very successful year in the sale of cream separators during 1906. In this country more and more farmers are turning their attention to mixed farming, and as this condition grows, and it is bound to grow, so also will the demand for cream separators increase. "Nothing succeeds like success," and as the cream separator has been declared a most necessary adjunct to the successful operation of the farm where cows for milking purposes are kept, we feel confident that the trade will put forth every effort in their power to further the sale of these useful machines.

"Now that we're engaged," said the fair girl, "I don't want to call you 'Wellington.' Isn't there some shorter name, some nickname, that you have—" "Why, dear," replied Wellington Carmichael, "the fellows at college used to call me-er 'Pie Face.'"

and consistent efficiency won for the

U. S. CREAM SEPARATORS

GOLD MEDAL

THE HIGHEST AWARD.

at the Lewis and Clark Exposition this year At the Pan-American Exposition in 1901 the U. S. Separator established the present

WORLD'S RECORD

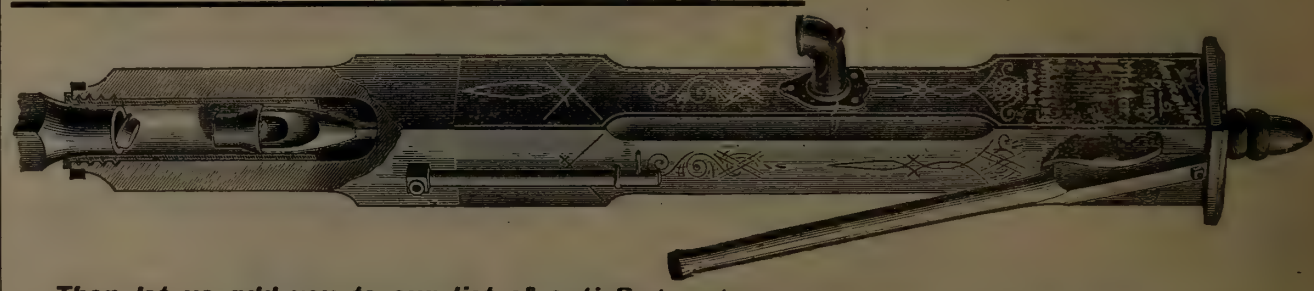
For Close Skimming.

Such overwhelming and undeniable superiority make the U. S. Separator a ready seller. In fact, no progressive implement dealers can be induced to handle any other make if they investigate the facts, and are able to obtain the agency for the U. S. Our free catalogues contain full particulars—write for one.

VERMONT FARM MACHINE CO. - Bellows Falls, Vt.

18 centrally located distributed warehouses throughout the United States & Canad

Do you handle Wood Pumps?



Then let us add you to our list of satisfied customers.
We import all our pumps from Tennessee, and they are made from the best Tennessee Yellow Poplar.
Every length of tubing is tested twice under a pressure of sixty pounds.

WRITE FOR PRICE LIST AND DISCOUNT.

Our stock is complete in both house and stock pumps.

THE MELOTTE CREAM SEPARATOR Co., Ltd., 124 Princess Street, Winnipeg, Man.

A Farmer's Opinion of the Manure Spreader's Value.

By Andrew Graham, Pomeroy, Man.

The time is not long past in Manitoba since one of the methods of disposing of stable and barnyard manure was to haul it of a safe distance from stables and other buildings and burn it. This procedure was certainly an easy method of getting rid of a lot of hard work, and, as we now look back upon it, about as rational as setting fire to a granary full of No. 1 Hard, in order to save the labor of hauling it to market. Our best farmers are rapidly recognizing stable and barnyard manure as one of their most valuable assets.

As to the best method of getting manure into the soil there is a great deal of difference of opinion. In Manitoba, we have what is known as the Benson or Woodmere system. As I understand this method of applying manure to the soil, a farmer must fall plow the land intended for barley the following season. When plowed commence spreading the manure on and continue this process until ready for cultivation the following spring, and then take the disc harrow over it a couple of times. In this way the originator of this system, Stephen Benson, of Neepawa, Man., claims that he is able to get the manure well mixed with the soil, the weeds started and destroyed with the harrows at the time of seeding to barley, which would be about the first of June. Following this crop with wheat the next season gives, it is claimed, the best results.

A MODERN MANURE SPREADER IN OPERATION.

While the above system may be deserving of every consideration it has its drawbacks. If we would have the best results we must get as large a proportion as possible of the vegetable matter back into the soil. In this country we have unlimited quantities of straw. There is no better way of converting it into manure than to use it freely as bedding for all kinds of stock. It serves to make all classes of stock and poultry clean and thrifty, and at the same time largely increases the quantity of valuable manure.

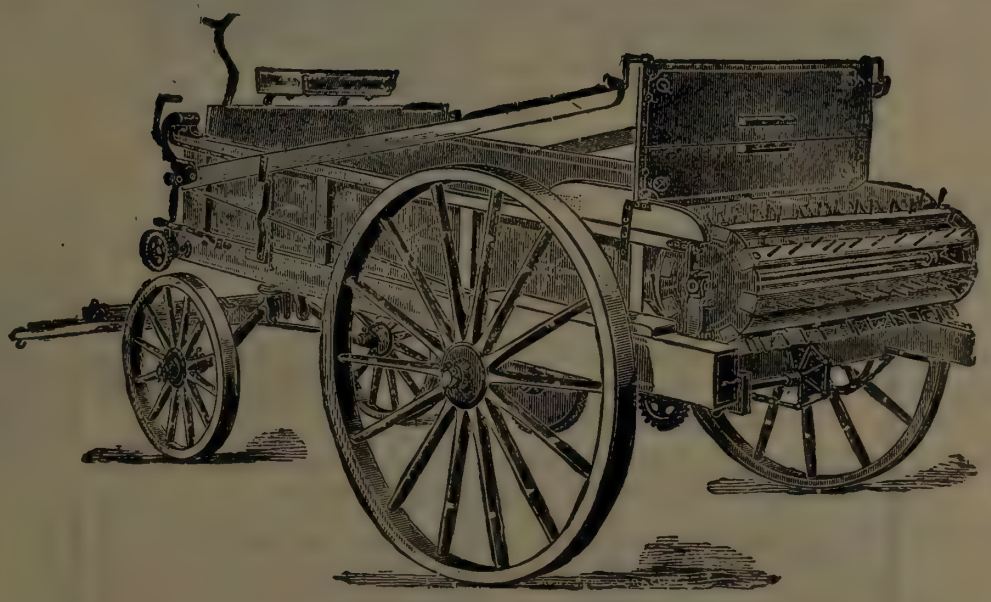
The only possible way of using this large quantity of straw for bedding and working into the soil in a green state, is to put it all through the cutting box. This involves a large amount of labor and on the average Manitoba farm there is not the necessary convenience for doing this work. Besides there is sure to be a greater or less proportion of weed seeds that will not be destroyed and will be in the soil to cause trouble and loss later on. My practice is to use straw very freely for bedding. For three seasons I drew the manure direct from the stables, spreading it on the land as evenly as possible, but, in every case, we found it necessary to burn off the longest of the stuff. This entailed a heavy loss.

A DYNAMO OF ENERGY

To the Crop Production of the Fields.

It gives the land an even coating of manure

It Spreads the Manure evenly from the starting point.



MASSEY-HARRIS MANURE SPREADER

All Operations are under the immediate Control of the Driver; He loses no time in making Changes

It is easy running, light of draft, has Wide Tire Wheels, enabling the Horses to walk faster with less fatigue than with the hard-pulling, horse-killing narrow tired Wagon.

The amount of Manure to be Spread per Acre can be judged by the Driver, who sets his Gauge and drives ahead.

In Distributing Manure it will not Clog and Break the Beater.

Doubles the Crop Production. Doubles the Profits. Doubles the Land Value.

Manufactured and Sold by:—"MASSEY-HARRIS."

Our present method is to haul the manure direct from the stable each day, piling it near the centre of the field we purpose seeding to barley the following season, taking care to mix the horse manure with the manure from the cow stables. This will prevent the former from becoming over-heated and worthless. We endeavour to keep the heap as square as possible, building to a height of about eight feet, taking care to keep the pile about the level on top with the outside a little the highest. We do this in order to catch the snow which melts from the heat of the manure, and prevents the pile from becoming too hot or burning dry. We not only have a large quantity of manure taken direct from the stables but we have about three hundred loads to take out from the horse and cattle yards, as a result of allowing the horses and cattle to run during the day time of the winter months around the large straw stacks piled in the yards the preceding fall.

It is usually well in June when we get the yards cleaned out and the heap completed, which generally amounts to about seven hundred loads. As soon as the barley is off we put on the gang plows and turn the stubble under. By this time the manure pile is one black mass in the best possible condition to be applied to the soil. We then start our manure spreader, which we have come to look on as about as indispensable a piece of farm machinery as the binder or the mower; in fact having once used this machine we could not be induced to return to the old method. One great advantage is the saving in labour effected by its use, but a still greater advantage is the very satisfactory manner in which the work is done. I have found it impossible to get men to spread manure evenly on the soil, and very frequently have had as much put on one acre as should have been put on three.

By means of the manure spreader we can put exactly the desired amount, and the manure is so thoroughly pulverised and so evenly distributed that very much better results must follow from its use. I would, after giving this machine a fair trial, have no hesitation in recommending the manure spreader as a good investment for one who has a fairly large quantity of manure to handle, and in many cases two or three farmers would do well to join in the purchase of such a machine. We have one of the largest size, seventy bushels capacity, and find three horses necessary to operate it on plowed land.

Our plan has been, when the haul was short, to have three men loading or filling the hind end level with the box, and piling up the front end as high as possible; two men going out with the load, one to handle the team and the other to work forward that portion of the load that was piled above the box. In this way a much larger load can be taken, but this is impossible on a spreader which has a following board. Our plan is to drive out from the heap far enough to distribute one-half the load, and distribute the balance when returning. This operation requires from three to five minutes. The man left at the heap will have plenty to do in gathering up the scattered manure while the team is gone. We have been putting on about sixteen loads of this well rotted manure to the acre. After spreading we cross harrow which mixes the manure thoroughly with the soil, and leaves it in good shape for a first-class crop the following year.

The Practical Value of the Manure Spreader.

By S. A. Bedford, Superintendent of Experimental Farm, Brandon, Man.

For the best results in this climate barn yard manure should be distributed evenly over the ground and not in large patches with vacant places between. Large unbroken lumps of manure buried below the surface always keeps the soil loose and admits the air causing a poor, uneven germination and slow growth, especially during a season of light rainfall. I have no doubt but that much of the prejudice against the use of barn yard manure in some parts of this province can be attributed to this cause. When this work is left to the average hired man his only object apparently is to get rid of the load as quickly and as easily as possible. In some parts of the field it is deposited, I will not say spread, at the rate of ten loads to the acre; other portions of the field have twice this amount and no effort is made to break up the large masses and the mechanical condition of the soil is seriously injured for several years.

Superintendent Bedford.

The result with a manure spreader is quite different. In the first place the quantity per acre can be regulated to a nicety; on the higher portions where the land is naturally the poorest a liberal allowance may be spread and on the lower parts of the land the machine can be quickly changed to deposit only a light coating.

Another great advantage connected with the use of these machines is the fine mehanical condition in which they leave the manure on the surface; by no other means is it possible to reduce the material into such small fragments, and when to this is added the even distribution of all these fragments the usefulness of the machine can be readily seen.

Although I have not fully tested the matter I should judge that there is considerable labor saved by using a machine. To evenly distribute lumpy manure takes much time and labor and with the constant change in hired help we experience here there is very little opportunity to properly train a man to the work.

In many good farming districts it is thought advisable to apply manure fresh from the stable to grass lands in such cases the manure spreader will prove invaluable.

1000 HAPPY CANADIAN FARMERS

USE THE GREAT WESTERN SPREADER.

The Great Western Endless Apron Manure Spreader has too many advantages to enumerate here, but don't forget, The Endless Apron, The Wheels Track (light draft), Non-bunchable Rake, The Capacity 30, 40, 50, 70 and 100 bu, and their marvellously light draft. We guarantee them in every particular.

"Climax" Pneumatic Straw Cutters, built to do the work well and stand the strain, unlimited capacity, in corn or straw THEY LEAD.

Our Wagons, good material, well built and well finished. Enough said.

Disc Harrows, all Steel and Iron. Strong and complete. Dust proof bearings. Easily operated and quite worth consideration before you purchase any other.

Drag Harrows, Channel Bar, made especially for your trade. A good harrow, well made and nicely painted. A Seller.

Wheel Barrows of every description, but only one grade, The Best. Steel Wheel, attractively painted, and easily soid.

We have numerous other lines of interest to you, and will be pleased to mail you our catalogue at any time,

PLOUGHS---A full line.

The Wilkinson Plough Co., Limited,

TORONTO.

Stewart Nelson Co., Ltd., Winnipeg,

Western Representatives.

The Collection Situation.

At the present time collections are of paramount importance and interest to the implement fraternity of Western Canada. Advices from all over the country indicate that there is a decided dullness in the movement of money. This seems to be particularly true of the financial situation in the new provinces of Saskatchewan and Alberta, where this lethargic condition of the financial market appears more prevalent than in Manitoba The principal reason advanced for this sluggishness is the grain blockades, which are said to be so numerous in the new provinces. Farmers have been utterly unable to meet their obligations, owing to their inability to get their grain either shipped or into the elevators.

One gentleman, who just returned from an extended trip through Saskatchewan, informed us that the conditions throughout that province, and particularly at Regina and Indian Head, were most discouraging. There was such a dearth of cars at the former place about the first week in December that a farmer could not get a chance to ship unless he had ordered cars from a month to six weeks in advance. At Indian Head, our informant stated, a close estimate placed the aggregate crop returns of that district at 2,000,000 bushels. Of this amount only 200,000 bushels were said to be shipped up to December 1st, while the ten elevators of that place were reported to be taxed to their total capacity of 400,000 bushels.

In Manitoba the stringency of money is less marked, though returns to the local jobbers of farm implements and machinery are not coming in as rapidly as was expected. While the crop in almost all sections of the province has been most profitable, still many Manitoba farmers have speculated heavily in land during the past few years, with the result that they have been compelled to meet mortgage claims, etc., in order to keep their holdings. This is the principal reason for dilatoriness of money here, as in only one or two places were blockades or any size reported, and these were speedily cleaned up when brought to the attention of the proper authorities.

During the past month we have visited most of the local jobbing houses, and have come in contact with a great many retail dealers visiting the city. To these we have always put the question "How are collections?" and in almost all cases the answer has been "Slow, very slow." Many of the local wholesale dealers have told us that while they are perfectly satisfied to grant extensions of time on the notes of the farmers living in the newer settled portions of Alberta and Saskatchewan, wherever such is necessary owing to extenuating circumstances, still they feel like pushing the Manitoba farmer for payment of what is, in many cases, indebtedness of several years standing.

One member of the local fraternity handling a fair share of the business of the West summed the condition up in these words: "At present the financial situation throughout the country is very depressing. The farmers of the newer settled portions, and also some of the older sections, are meeting with great difficulty in the marketing of their grain. I believe farmers of Manitoba are settling up as best they can, but owing to the fact that they are forced to meet obligations incurred through land speculation they have been unable to meet their paper given for farm implements and machinery. It is my opinion we will have ultimately better financial results from Alberta and Saskatchewan than from Manitoba, before the next crop is ready to harvest."

Regina.

The Grenfell Milling Co., of Grenfell, Sask., are opening up a branch at Greyson, Sask., where they will handle farm implements and machinery as well as flour and feed.

Hunter and McFarlane, implement dealers at Weyburn, Sask., have given notice of dissolution of partnership in local papers. The business will be continued by Mr. W. J. Hunter. It is reported that this firm had a most successful season.

Mr. Robert Bell, President and Manager of the Robert Bell Engine and Thresher Co., of Seaforth, Ont., who recently visited the West, arranged for the erection of a transfer house at this point. It is understood the company will stock sample machines and parts here during the next season.

It is stated that a number of other well-known firms are likely to extend their business in the West and transfer from this point. Among the companies mentioned in this connection are the Sawyer and Massey Co., the Waterous Enine Works Co., and others.

Mr. D. J. Taylor, Assistant Manager of the Cockshutt Plow Co., of Winnipeg, recently spent considerable time here looking after the building of the company's new warehouse. This is now rapidly approaching completion, and will be ready to receive stock about the beginning of the year.

Report has it that the American Abell Co., are making arrangements for the erection of a large addition to their present extensive warehouse. The past season in this district has been a most profitable one for the manufacturers of the "Cock of the North" line, and Mr. Macdonald, the manager here, is to be congratulated on the success he has attained during his first year in the West.

Mr. D. A. McDonald, one of the oldest and most successful implement maker in the West, and one of the best known citizens of Regina, will erect a large brick warehouse on his present site, which he has occupied for the past twelve years. This new structure will be thoroughly modern and up-to-date in every respect.

Mr. Joseph Glenn, the well known implement dealer of Indian Head, Sask., is opening up a branch implement business at Grand Coulee, Man., in connection with his grain elevator. Mr. Glenn has sold out his business at Indian Head, to Mr. E. L. McVicar, manager of the Manitoba branch of the J. I. Case Co., at Winnipeg. The change, however, will not take place before the first of March.

LLOYD'S

HANDY WAGON SEAT.

The most comfortable Wagon Seat on the market.

It is cheaper, lighter, handier, easier riding, more durable, and warmer than any other.

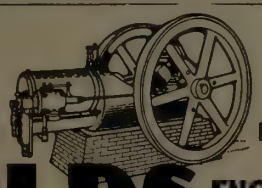
Just the Seat for stockracks, sleigh and wagon boxes, and for driving and sleighing parties.

For price and particulars address:

B. F. LLOYD,

Box 48. WAWANESA, MAN.

Type G Engine



8 to 100 H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be **OLDS ENGINES** or equal." *They excel all others*, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for a catalogue of our Wizard Engine 2 to 8 H. P. (jump spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct connected pump; or our general catalogue showing all sizes.

Olds Gasoline Engine Works, Lansing, Mich.

Joseph Maw & Co., Ltd. Winnipeg Agents, Winnipeg, Manitoba.

DEALERS

Now is the time to sell the

LATEST IMPROVED

"Hero" Fanning Mill

Sold only by regular dealers. All orders and communications from your territory referred directly to you.

The "Hero" Fanning Mill leads in the thoroughness of work, giving a complete separation of all kinds of grain the first time through. Sold with or without bagger. Sizes: width, 2 ft. 4 in.; length, 3 ft. 9 in.; height, 4 ft. 8 in.; weight, 150 lbs.; Baggers, 30lbs. Write us for full particulars, catalogues, etc.

The "Hero" Fanning Mill is fully covered by patents. Be careful of infringers. Buyers of infringing goods are equally liable with sellers.

MANUFACTURED BY

DOW-WADGE IMPLEMENT CO.

WINNIPEG, MAN.

Mr. W. J. McMahon, of Winnipeg, Western Canadian representative of the Plymouth Cordage Co., manufacturers of binder twine, etc., with headquarters at North Plymouth, Mass., and a Canadian factory approaching completion at Welland, Ont., recently visited this city in the course of a trip through the West in connection with his firm's interests.

Mr. W. McGuire has just completed repair stock taking for the Massey Harris Co. This company have now over a hundred agents in connection with the local branch and are already finding their large premises cramped. It is understood their intention is to erect a large brick front to their building during the coming spring which will be devoted to offices, thus giving them considerable additional space in their main building.

Mr. George Hurlburt, implement dealer of Wolseley, Sask., visited this city a short time ago, on returning from a visit to his branch at Fillmore, Sask., on the Arcola branch. Mr. Hurlburt is well satisfied with the business of the past year, and is looking forward to increased trade for the coming season. Besides having branches at Fillmore and Wolseley, Mr. Hurlburt has also branches at Lemberg and Sintaluta, Sask.

Mr. W. P. Wells, general agent for the International Harvester Co., in the province of Saskatchewan, with headquarters in this city, entertained his entire staff to a dinner at the McCarthy Hall during the early part of December. The company have had one of the most prosperous season's in their history, and such a celebration and jolly good time was a fitting climax to a successful year's business, and was thoroughly appreciated by all.

Mr. W. Kolman, who has been connected with the International Harvester Company, at this point for sometime has resigned; his resignation to take effect December 31st. He has engaged with the Fairchild Co., of Winnipeg, to look after their interests in the Province of Saskatchewan. It is reported that the company have arranged to carry a full stock here and distribute for the West from this place. Mr. Kolman has had ample experience in the implement business and will undoubtedly be most successful in increasing the sale of the already popular lines handled by the Fairchild Co., as he is well and favorably known to members of the trade throughout Saskatchewan.

Edmonton.

Mr. Edward Walker has lately taken a position as collector with the Bellamy Implement Co.

Mr. J. P. Minnhinneck, general agent for the Frost & Wood Co. in Alberta spent a week in this district recently.

It is reported that the Massey Harris Co., are negotiating for the purchase of a valuable piece of property for warehouse purposes.

Mr. George Manuel, who recently resigned the management of the Great West Implement Co., has been succeeded by Mr. James A. Powell.

The Great West Implement Co., have been appointed agents for the Climax Refining Co., of Minneapolis, Minn. They are putting in a full line of oils, etc.

Threshing returns from all parts of this district have been very satisfactory. The grain is of first class quality, and the yields have been invariably heavy.

The Frost & Wood Co., are opening an implement transfer warehouse in Edmonton. Pending the erection of warerooms the local agents have leased the old Smith and Hooper grain warehouse.

Collections have been slow as yet in the Edmonton district, as very little grain has been marketed. In the eastern districts tributary to Edmonton the farmers are holding their grain until buying commenced at C. N. R. points.

Mr. D. McKillop has accepted a position as sales agent for the Fairchild Co., with headquarters at Calgary. He has just returned from a trip over the Canadian Northern to Vermillion City locating agencies, etc.

Mr. George Manuel, late manager of the Great West Implement Co., has opened out in vehicles for himself this month. He has a first class stand on the corner of Howard and Rice Street, opposite the Massey-Harris warehouse.

Mr. T. J. Morris, of the International Harvester Co., Calgary, has recently returned from a trip over the Canadian Northern as far as Lloydminster. He is greatly delighted with the prospects of this stretch of country which has been tapped by the Canadian Northern.

The winter implement trade is opening up splendidly in Edmonton this year. For the past few weeks the sale and transfer of implements have been very slow, but a recent fall of snow has created an active market. The local trade in cutters and sleighs has been very extensive, a heavy buying of the best lines of cutters being reported.

The advent of the Canadian Northern Railway to Edmonton has already done great things for the city. The Canadian Pacific already have reduced their freight rates to Edmonton, and now the implement dealers can get their goods delivered at this place at exactly the same figures as the Calgary dealers have been enjoying.

The Bellamy Implement Co., have sold their warehouse on the corner of Jasper and McDougall Streets to Potter & McDougall, and have moved into the old Baptist Church property lately purchased by them on Rice Street. An addition has been built, and the company in their new premises have ample accommodation for their increasing business.

Mr. S. H. Osmond, General Foreign Sales Agent for the Parlin & Orendorff Co., of Canton, Ill., spent some days in Edmonton recently. This line of agricultural implements has not been handled to any extent in this district, and it is said to be the intention of the company to establish headquarters for the Saskatchewan valley here. Mr. Osmond was greatly impressed with the agricultural outlook in this district.

A Great Crop.

The November corn crop report, issued by the United States Government, indicates that the estimated yield will be 2,700,000,000 bushels. If these figures are approximately correct, there is no question but the crop for this year is the largest in the history of that country, exceeding the best previous yield, which was the crop of 1902, by 184,000,000 bushels. According to the Government's figures the average yield per acre is 28.8 bushels, or four bushels per acre greater than the average for the past ten years.

Invented a New Harvester.

Mr. C. O. Wyman, of Anoka, Minn, recently secured a patent on a new style harvesting machine, the main features of which the Scientific American describes as follows:—The prime object in this case is the provision for a four-wheeled frame and to drive all of the operative parts of the harvester and its binding mechanism equally from said wheels, thus giving the apparatus a more certain and stable base, and providing mechanism which will operate with uniform efficiency unaffected by inequalities in the ground over which the machine is being drawn and by turning of the machine from one side to the other.

A Perfect Mixer is Necessary.

The general ever growing use of concrete in construction work has led to a steady and increasing demand for a perfect mixer. The most important consideration in the manufacture of this machine is that it will perfectly and satisfactorily blend the various ingredients that are used in the making of this preparation. All concrete experts agree that the most desirable results cannot be obtained without perfect mixing, therefore, it is a matter of paramount importance that the mixer used be such as to efficiently and thoroughly perform this important task.

In Western Canada there is a great deal of attention being paid to concrete as a building material. Owing to the distance we are from points where stone or lumber is procured for building purposes, and that in only a few sections is it possible to find a suitable clay for brick making, the future of this industry is exceedingly bright. A full measure of success, however, cannot be attained unless a perfect mixer is used, and in order to procure a perfect mixer the following important points must be taken into consideration:—quality and uniformity of product, time consumed in mixing, durability, first cost, and maintainance.

In this issue appears an advertisement of a "Cube Concrete Mixer," manufactured by the Municipal Engineering and Contracting Co., of Chicago, Ill., who are represented in Western Canada by James Neilson & Co., of 602 Main Street. For this mixer the manufacturers claim all the above points, and either they or their representatives will be pleased to send catalogue and prices to any dealer who desires further information.

This is a first rate side line for the implement man, and should he become interested to the extent of investment he will find it a paying proposition. When writing either the company or their representatives, we would thank you to mention Canadian Farm Implements.

THE

Flying Dutchman Line

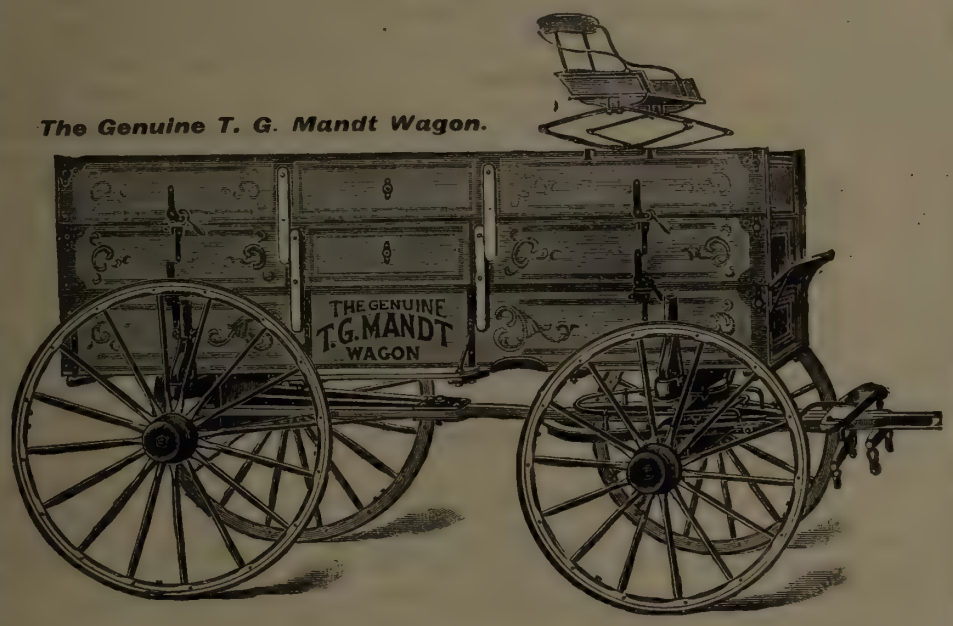
IS

The Line That Sells.

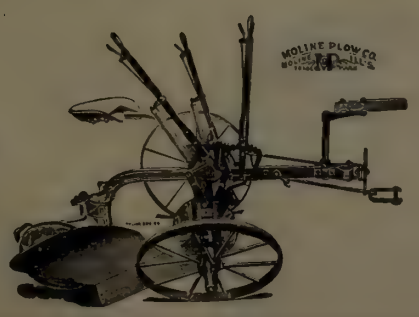
THREE WINNERS.

The Best Ever Gang.

The Genuine T. G. Mandt Wagon.



The Good Enough Sulky.



If you have not written your 1906 Contract for The Dutchman Line DO IT NOW. Drop us a line and our Traveler will call on you at once presenting our complete line of

Famous Moline Implements.

Best Ever Gang & Sulky Plows

Disc and Lever Harrows

Handle and Breaking Plows

Genuine T. G. Mandt

Wagons, Sleighs and Trucks

Original Fish Bros,

Racine, Wis., Wagons

Crescent Canadian Wagons

Durant-Dort Carriages,

Democrats, Carts, etc.

Henney Buggies & Mountain Work

Ideal Feed Mills and

Horse Powers

National Manure Spreaders

Success Grain Drills

Jenkin's Sweep Rakes & Stackers

Success Harrow Carts,

Etc. Etc. Etc.

CANADIAN MOLINE PLOW CO., Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published each month by

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(Postage Paid Anywhere.)

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RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach this office not later than the 5th of each month—Cuts and Copy for New Advertisements can be received as late as the 10th of each month.

This paper does not undertake to endorse opinions that may be expressed in its correspondence columns.

F. D. BLAKELY - President and Manager.
P. G. VAN VLEET - - Vice-President

EASTERN OFFICE:
1 Wellington St. W., Toronto, Ont.
CHICAGO OFFICE
4601 Champlain Avenue.
A. S. CORE - Representative.

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WINNIPEG, MAN., DECEMBER, 1905

TO THE TRADE.
A Merry Christmas--A Prosperous New Year.

After a season of prosperity, unprecedented in the history of our Dominion, and particularly of Western Canada, we draw nigh to the closing days of the year 1905. As we make preparation for the coming year, it behooves us to direct our attention to a review of the conditions of trade during the past twelve months.

As far as the manufacturer, the jobber, and the retail dealer in farm implements, machinery, and vehicles is concerned, the results attained during 1905 have been very gratifying, and those who have been engaged in the various branches of the work have had, as a rule, ample cause for satisfaction. The sales of these various lines during spring were quite up to the average of former years. The excellent harvest prospects caused farmers to speculate on the possibilities of bumper crops, as was shown by the increased demand for the dealer's various lines during the growing season. As it progressed, the outlook was improved, consequently the demand for all lines of threshing machinery was exceedingly good. Fine, open, autumn weather gave an excellent opportunity for farm work, with the result that dealers did a first class trade in plows

The season for sleighs and cutters brought no great demand for these winter vehicles, owing to the fact that most of the retailers were holding over large stocks from last season. Throughout the year a growing demand has been recorded for gasoline engines, cream separators, grain grinders, feed mills, tread powers. wood sawing outfits, pumps, and many other time and labor-saving machines for the use of the farmer.

Taken, all in all, a retrospect shows us that the season of 1905, from a trade standpoint, has been most satisfactory.

And how has it been with the farmers of the West? They, too, have had a full measure of prosperity. The Goddess of the Harvest has dealt lavishly with them, and the land has virtually "flowed with milk and honey." Prices for their products have been, in most cases, fairly remunerative, and consequently they are in a much better position to spend money on their farm equipment than they have been for many previous years. This means much for the manufacturer, the jobber, and the dealer. There will be increased volume of business for the first, a larger turnover for the second, and a bigger trade for the third, hence more profit for all.

From every point of view the future is most promising. Prosperity prevails in all other lines and the outlook gives every evidence of a continuance of this happy state. New railways are being projected, some commenced, others being pushed to completion; branch banks are being established; countless elevators, of larger capacity than those heretofore built, are being erected; new towns are continually springing up throughout our vast territory, and there is nothing to indicate that there will be a cessation of this sturdy progressiveness in the year that is dawning.

And now a word about ourselves. It is just twelve months since Canadian Farm Implements stepped into the arena of journalism as a trade paper to the implement dealers of Western Canada. The dealers, generally, have most heartily supported our efforts, and as the curtain of time is about to descend on our first year, we beg to extend our thanks to all members of the trade for the kindly assistance they have rendered us. We wish also to thank our advertising clientele for their encouragement and co-operation, and beg to express our gratitude to them for the generous patronage they have seen fit to accord us. It is the sincere wish of Canadian Farm Implements that each and all of our readers and our advertisers will enjoy a Very Merry Christmas and a Bright and Prosperous New Year.

G. A. Balfour.

It is our sad duty to record another death in the ranks of the implement fraternity of the West. At his home in Morris, Man., on December 4th, Mr. G. A. Balfour, representative of the Massey Harris Co., passed away. Deceased was about thirty-five years of age, and had only been connected with the above firm for a year, previous to which time he was engaged in farming near Meadow Lea. He was well and favorably known throughout the Morris and Meadow Lea districts, and his death caused general regret. He leaves a widow and two children, a son and a daughter, to mourn his loss, and we join with their many friends in tendering them our sincere sympathy. Mr. W. Eddy, of Winnipeg, represented the Massey Harris Co. at the funeral.

Personals.

Mr. F. C. Tilk, the well-known implement dealer of Carberry, Man., has sold out his interests to a concern known as Martin & Co. We wish them all prosperity.

We are pleased to note that the implement firm of Johnson Bros., at Redvers, Sask., are opening a branch warehouse at Wauchope, Sask.

Mr. F. L. Halliday has commenced in the implement business at Gainsboro, Sask. We have much pleasure in wishing the new beginner every success.

Mr. A. C. Chaytor, implement dealer at Roland, Man., was in the city for a few days during the middle of December, visiting a number of the wholesale jobbers.

Mr. A. C. Barber, Assistant Manager of the Moline Plow Co., Moline, Ill., has just returned to the South from a visit to the Canadian Moline Plow Co., of this city.

McFetridge & Murphy is the name of a new implement concern that has just opened up at Lacombe, Alta. We sincerely trust that the partners will meet with every success.

Mr. Joseph MacRae, implement dealer at Emerson, Man., was in the city for a few days recently, visiting several local houses.

Mr. R. E. Armstrong, Man., was in the city recently visiting the Threshers' Supply Co., and other local concerns.

Mr. Chas. Wahn, the well-known implement dealer of Gretna, Man., was in Winnipeg on business for a few days early in December.

It is reported that the implement firm of Hicks & MacLeod, at Fillmore, Sask., have dissolved partnership.

Mr. Robert Wilson has taken over the implement business of Gryte Bros. at Elm Creek, Man.

Mr. Richard Kellett, implement dealer, Carlyle, Sask., has been succeeded by Mr. George Kellett. We wish him well.

It is reported that the firm of W. J. Scarff & Sons, harness dealers at Emerson, Man., have dissolved partnership, and that in future the business will be carried on by Mr. W. J. Scarff.

UNION BANK OF CANADA.

Head Office: QUEBEC.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,000,000
REST - $1,300,000

Andrew Thomson, Esq. - - - - President.
G. H. Balfour - - - - General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw - - - Superintendent.
F. W. S. Crispo - - - - Inspector.
H. Veasey—P. H. Vibert-Assistant Inspectors.

BRANCHES IN WESTERN CANADA:
MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman Crystal City, Cypress River, Deloraine, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Morden, Neepawa, Ninga, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).
SASKATCHEWAN.—Arcola, Carlyle, Humbolt, Indian Head, Lumsden, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Sintaluta, Wapella, Weybnrn, Wolseley, Yorkton.
ALBERTA.—Calgary, Cardston, Carstairs, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.

Plant

Offices

and

Warerooms

of

Manitoba Windmill and Pump Co.

BRANDON,

MAN.

See Page 25.

Mr. J. Muldoon has succeeded to the implement business of Mr Cameron, of Lauder, Man.

Mr. W. J. Bingham has commenced in the implement business at Lloydminster, Sask. We wish him every success.

Hunter & McFarlane, implement dealers at Weyburn, Sask., have dissolved partnership. The business will in future be carried on by Mr. W. J. Hunter.

We are pleased to note that Naismith Bros., the well-known implement dealers of Wawanesa, Man., have opened a branch at Heward, Sask.

Mr. E. B. Plewes, former manager of the Threshers' Supply Co., has retired. What his future plans are have not been given out for publication.

Mr. E. Baril, of the firm of Baril & Marion, St. Jean Baptiste, Man., was in Winnipeg recently visiting a number of the local jobbing houses.

Mr. R. Mooney, of the implement firm of Mooney & Rawson, dealers at Cartwright, Man., was in the city recently visiting a number of the local jobbers.

The firm of McVicar & Davidson, of Heward, Sask., has been sold. The purchaser is Mr. F. Kneeshaw. We wish that gentleman every success in his new line.

Mr. C. Drummond Hay, implement dealer at Belmont, Man., was in the city for a short time in December, visiting several of the wholesale houses, regarding collections and other matters in connection with his business.

Mr. D. Baltzer, of 517 McDermot Ave., has been appointed agent in Western Canada for the Louden Hardware Speciality Co., of Fairfield, Iowa, to replace Messrs. McEwen and Russell, retired.

Mr. W. L. Clark, traveller in northern Iowa for the Moline Wagon Company, Moline, Ill., has been promoted to the position of sales manager, succeeding Mr. E. C. Wing, who has tendered his resignation to take effect Jan. 1, 1906.

The Chas. A. Stickney Co., of St. Paul, Minn., manufacturers of the well-known line of Stickney gasoline engines, handled in Canada by the Ontario Wind Engine & Pump Co., have let the contract for the erection of a new foundry at a cost of $10,000.

It is reported that a Mr. Charles Colahan, of Chicago, Ill., a harvester expert, who was for many years connected with the McCormich Co., prior to the amalgamation, has perfected a new process for the extracting of fibre from flax.

Mr. T. J. Storey, Vice President and Manager of the Canada Carriage Co., Brockville, Ont., was in Winnipeg for a few days recently, on his return from a trip through to the Coast. While in the city he visited the Fairchild Co., who are exclusive agents for their goods in the West.

Mr. E. W. Stees, implement dealer in Caron, Sask., was in the city recently visiting the Fairchild Co., and other local houses. It is said that Mr. Stees has one of the finest implement warehouses in Saskatchewan. As well as being interested in farm implements Mr. Stees is one of the largest landowners in the Caron district.

Mr. James Bickerton, a partner in the firm of Bickerton Bros., wholesale harness and saddlery makers at Woodstock, Ont., visited Winnipeg for a few days about the end of November. Mr. Bickerton was on his way East after an extended trip through the West as far as the Coast.

Mr. R. H. Felker, Manager for the Paris Plow Co., in Western Canada, recently returned to the city from a Western trip. Mr. Felker reported a splendid business for Paris goods, and stated that collections, in the sections visited by him, were exceedingly satisfactory.

Mr. J. H. Creighton, implement dealer at Lyleton, Man., and agent for the Balfour Implement Co., was in the city a short time ago visiting the head quarters of that firm. Speaking of collections he reported a fair amount of money coming in, but looked for greater improvements in this line in the course of a short time.

The Clinton Thresher Co., of Clinton, Ont., is the name of a new firm recently incorporated in Ontario with a capital of $50,000 to engage in the manufacture of threshing machinery, traction engines, etc. The provisional directors include Mr. W. W. Farran, Mr. Wm. Jackson, and Mr. C. E. Howey, all of Clinton.

Mr. John McKeever, implement dealer at Oak Lake, Man., was in the city for a number of days recently visiting the trade. Speaking of the business done during the past season Mr. McKeever is reported to have said that it was exceedingly satisfactory, but that collections were not forthcoming as the crop led many dealers to expect.

Mr. B. F. Lloyd, Wawanesa, Man., inventor of the Lloyd Handy Wagon Seat, was in the city early in December, and paid us a visit.

He reports a growing demand among members of the trade for his seat, and stated that a number who have used it have expressed themselves as exceedingly well satisfied with it.

Mr. Hugh Lockhart, of the firm of Lockhart & McIntosh, implement dealers at Rapid City, Man., was in the city for a few days during the latter part of November. He reports a splendid business in farm implements for the past season, with every indication of continued prosperity for the coming year.

Mr. S. Murchison, implement dealer at McKenzieville, Man., visited the city a short time ago. He reported both business and collections fairly satisfactory. While here he visited a number of the wholesale firms, looking over stocks and making purchases for the future.

Mr. Campbell, of the firm of Campbell & Nuttall, implement dealers at Pilot Mound, Man., was in the city for a few days recently visiting the Threshers' Supply Co., the Frost & Wood Co., and several other local jobbing houses. Mr. Campbell reported a first class trade in farm implements during the past season, but stated collections were very backward.

A new concern to be known as the Calder Grain Shocker Co., with headquarters at Hamilton, Ont., has been incorporated with a capital stock of $30,000, for the purpose of engaging in the manufacture of grain shockers, etc. The following are among those on the list of provisional directors:—Mr. J. Calder, Hamilton; Mr. G. S. Bingham, Hamilton; and Mr. A. R. Wardell, Dundas, Ont.

It is reported that Mr. Robert Falconer, who has represented the Massey Harris Co., at Morden, Man., for a number of years, is retiring from business. He has suffered severely from ill health recently, and it is altogether likely he will seek a change of climate in an endeavor to renew his impaired constitution. We sincerely trust that he will be fully benefited.

Mr. J. L. Ogg, a general man for the Reeves Co., who looked after their interests here for a short time before the appointment of Mr. J. G. Roth as manager, has been recalled to the headquarters of the company at Columbus, Ind.

Mr. David Watson, Assistant Manager of the Balfour Implement Co., has just returned from a trip along the Arcola branch to Regina. He reports immense blockades of grain at many points in Saskatchewan, and blames this state of affairs for the slowness of collections.

August U. Sassy, foreign manager for the David Bradley Manufacturing Company, Bradley, Ill., sailed Nov. 30 for Europe, and will make short calls on Bradley agents in Paris, London, and other cities. From Europe he will go to the Argentine Republic, and then to Australia and South Africa. He will be absent several months.

The Waterous Engine Works Co., of Brantford, Ont., are erecting a 215 by 45 feet extension to the main machinery department of their plant. This will be three stories high, and will cost in the neighborhood of $30,000. It will be equipped throughout with modern machinery, and will give the company increased facilities for the handling of their ever growing trade.

Mr. J. G. Roth has been appointed manager of the local branch of Reeves & Co., threshing machine manufacturers at Columbus, Ind. Mr. Roth was connected with the Reeves Co. for many years in the South, and comes to Winnipeg and the West with a full knowledge and much experience in connection with the threshing machine business. We trust he will meet with all possible success

Mr. A. T. Hilts, implement dealer at Holmfield, Man., is reported to have sold his business to Mr. D. D. McGillivray, who has been travelling for some time for the Manitoba Windmill and Pump Co., of Brandon, Man. Mr. Hilts has been out on the road for the Crown Oil Co., of Norwood, Man., during the past month, and it is altogether likely that he will continue in their employ.

Mr. A. Nelson, of the firm of Stewart & Nelson, of this city, has just returned from a visit to the South and East. While away he visited the Studebaker Bros. Manufacturing Co., South Bend, Ind., as well as several other American concerns. In the East he visited manufacturers at Toronto, Hamilton, and several other points.

John E. Tighe, expert and salesman for the David Bradley Manufacturing Company, Bradley, Ill., sailed Dec. 5 for the Argentine Republic. He will be away for several months in the interest of his company, and will probably visit Europe and South Africa.

Mr. J. D. Balfour, President of the Balfour Implement Co., left about the first week of the month for an extended tour through the South and East. During his absence he will visit Racine, Wis.; St. Louis, Mo.; Washington, Md.; Dowagiac; Barrie, Ont.; Petrolia, Toronto, and several other Eastern points, returning to the city by way of Chicago and Minneapolis.

Mr. Joseph Maw, President of Joseph Maw & Co., has just returned to the city from a trip to Lansing, Mich., where he was in attendance at the convention of the agents for the Oldsmobile, the popular auto manufactured by the Olds Motor Co., of Lansing, Mich. While away Mr. Maw visited several other points. He reports a splendid time.

Mr. J. L. McDougall, implement dealer of Virden, Man., was in the city recently visiting a number of the local jobbing houses. Mr. McDougall reports an active sale for all kinds of farm implements during the past season, but said that collections were very slow, he only taking in two dollars for every three dollars that he took in at this season last year.

Mr. S. H. Osmond, Foreign Representative of the Parlin & Orendorff Co., of Canton, Ill., was in the city during the closing days of November, visiting the William Johnston Co., who are agents for his company in Western Canada. Mr. Osmond was making a trip through the Canadian West en route to California, where he will visit the various agents handling the P. & O. line.

Mr. W. N. Scarrow, implement dealer at Rathwell, Man., was in the city for a few days during early December, looking over stock in several of the local wholesale houses. Among other companies he visited the western branch of the National Manufacturing Company, makers of the Uneeda Cream Separator, for which he is agent at Rathwell. Mr. Scarrow reported a fairly good trade in all lines during the past season.

SALEMAN WANTED

FOR WESTERN CANADA—An experienced, up-to-date, hustling implement travelling salesman; one competent to handle both sales and collections for one of the leading implement manufacturing concerns in the U. S. with a branch house in Canada; must be well acquainted with the trade. Address with references and salary desired.

Manitoba, Care of Canadian Farm Implements

Encourage your Customer to use this Implement. It will increase his yield and keep his soil in good shape.

Watson's Pulverizer

Heaviest, Strongest and Best Built.

Get our Wholesale Prices on

WOOD and BOSS HARROWS, HORSE POWERS, WOOD and POLE SAWS, WHEELBARROWS, Etc.

They will interest you.

John Watson Mf'g. Co. LIMITED

WINNIPEG - - MAN.

Mr. J. C. Lowry, of the implement firm of Brown & Lowry, of Melita, Man., visited the Fairchild Co. and other wholesale jobbers during December.

Mr. W. C. Wilcox, Manager of The Wilcox Co., Ltd., of this city, has just returned from a visit to manufacturers in the East.

Mr. A. E. Waite, the popular traveller of the Fairchild Co., has been confined to his home for the past two weeks with a severe cold.

Mr. W. Coleman, of the firm of Coleman Bros., & Magee, implement dealers at Darlingford, Man., was in the city during the past week, visiting the Fairchild Co. and other local houses.

Mr. R. H. Felker, Manager of the Paris Plow Co., of this city, recently left to spend the Christmas season with his family at Hamilton, Ont. During his absence he will visit the headquarters of his company at Paris, Ont.

Mr. Fred J. Weed, the general manager of the DeLaval Cream Separator Co., whom we reported in our last issue as suffering from a severe attack of typhoid fever, is now convalescent. He is able to be out of bed and will likely be attending to business by the beginning of the year. During his illness the interests of the company have been ably looked after by his assistant, Mr. Neil Dow.

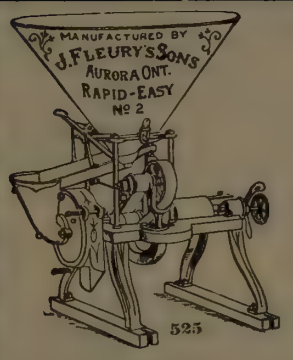
Mr. Archie Watson, Manager of the John Watson Mfg., Co., of this city, has just returned from a business trip to the headquarters of the company at Ayr, Ont. He returned home by way of the South, stopping off at Chicago, and Minneapolis, where he visited a number of manufacturers.

Mr. Thompson, of the firm of Harris & Thompson, implement dealers at Killarney, Man., recently visited Winnipeg. While here he called on many of the local jobbing houses, examining stocks and ordering goods for spring trade. He reported a brisk business for farm implements during the past year in the vicinity of Killarney, but like most of the implement fraternity finds collections exceedingly backward. He looks for some improvement in this state of affairs at an early date.

Mr. Chas. Whitlam, of the implement firm of Whitlam & Sons, agents for the Frost and Wood Co., at Morden, Man., was in the city for a few days during the past month and gave us a call. Mr. Whitlam, speaking of the business of the past year stated that the turnover was exceedingly satisfactory, but regretted to report collections exceedingly backward. He looks for this condition to show great improvement as soon as the holiday season is over.

Mr. James Sheriff, the well-known implement and machinery dealer of Brandon, Man., was in the city and gave us a call during the closing days of last month. He stated that general conditons governing the implement and machinery business in the Wheat City were exceedingly satisfactory. Mr. Sheriff's genial manner always make him a most welcome visitor at the office of Canadian Farm Implements.

Mr. W. A. Coffman, who has been connected with the Threshers' Supply Co., for some time, has been appointed manager to replace Mr. E. B. Plewes, retired. Mr. Coffman has had considerable experience with threshers and their supplies, having been connected with the staff of the Gaar Scott Co., in Wisconsin for about eight years. He has made several trips through Western Canada and fully understands general conditions. We ex-



"RAPID-EASY" GRINDERS

Are all their name implies.

Rapid Work; least power.

They do more work with same power than others. Made in sizes to suit any power. Prices no greater than those of inferior machines.

Western Agents—The FAIRCHILD CO.
WINNIPEG, MAN. and CALGARY, ALTA.

A FINE LITHOGRAPH HANGER AND ANY INFORMATIOM YOU ASK.

J. FLEURY'S SONS, AURO A, ONTARIO, CAN.

Medals and Diplomas, World's Fairs, Chicago and Paris

The Fairchild Co., Ltd.,

Wholesale and Retail Dealers in

FARM IMPLEMENTS, WAGONS, SLEIGHS, CARRIAGES, Etc.,

THANK

Their many friends and customers for their generous patronage in 1905 and announce to the trade that for 1906 preparations are being made for the largest trade in the history of the Company.

Read our "ad" in this Journal in January issue for further particulars.

The Fairchild Company, Limited, Winnipeg.

tend congratulations to Mr. Coffman and wish him success in his new position.

Mr. W. Jeuhlfs, of the firm of W Jeuhlfs & Co., implement dealers at Gretna, Man., was in the city for a few days during the early part of the month. While here he visited the John Watson Manufacturing Co., as well as several other local jobbing houses. Mr. Jeuhlfs reported collections in the Gretna district as most discouraging owing to the fact that the crop harvested was not up to the average of former yields. This was due to excessive wet weather in early spring. The dealers and farmers of the Gretna district have our sympathy.

Mr. David Sheriff, agent for the Cockshutt Plow Co., at Brandon, Man., while in the city on his settlement trip to the headquarters of the company, gave us a visit. He reports business for the year as being the best the Cockshutt Company have ever received from the Brandon district, and states that this fact is particularly true in connection with their plow trade. It is his belief that 1906 will mark a great increase in the sale of farm implements over this season. Owing to the large amount of business done by the Cockshutt Company throughout the Brandon district, that point has become one of their most important agencies in the West.

Two prominent manufacturers well known to the implement and vehicle trade have been honored by the Illinois Manufacturers' Association, one of the strongest industrial organizations in the country. They are U. G. Orendorff, secretary and treasurer of the Parlin & Orendorff Company, Canton, Ill., and H. C. Staver, president of the Staver Carriage Company, Chicago. Mr. Orendorff has been nominated for president and Mr. Staver for vice-president of the Illinois Manufacturers' Association. The nominations, made by a committee, are equivalent to election.

The Emerson Plow Co., of Rockford, Ill., makers of the well-known Emerson Foot Lift Gang Plows, who are represented in Western Canada by H. F. Anderson & Co., of this city, are erecting a new plant. This will be comprised of a large number of separate buildings, each of which will be devoted to some particular branch of manufacture. The plow department has just been completed and the machinery installed. When finished this will be one of the most modern plow factories on the continent, and it is stated that the total cost of erection and equipment will incur an expenditure of almost $1,000,000.

Mr. L. Watson, of the implement firm of Watson & George, Morden, Man., was in the city for a few days early in December, and gave us a call. He was visiting several of the local jobbing houses, looking over goods and making purchases for spring delivery. During a conversation with him Mr. Watson informed us that the business of the past season was exceedingly satisfactory, and that the outlook for trade during the coming year was very bright. With regard to collections he stated that money was not moving very freely in the Morden district, but the farmers in that section having had a prosperous season it is his opinion that collections will show a considerable improvement in the near future.

Mr. J. M. Marley, Assistant Manager of the Eastern Moline Plow Co., of Indianapolis, Ind., has resigned to become advertising manager for John Deere & Co., of Moline, Ill., to replace Mr. L. B. Kuhn, who recently left the Deere people to become advertising manager for a trio of publications in Chicago. Mr. Marley has had an extensive experience in connection with modern publicity. For many years he was in the newspaper business, and prior to the amalgamation of the large harvester companies had charge of the advertising division of the McCormick Co. He is therefore well qualified for his important position with the Deere Co., and we wish him every success.

Mr. James Neelin, of the firm of Neelin & Robertson, implement dealers at Gilbert Plains, Man., was in the city for a day or two, during the last week in November. During the course of a short conversation with him he informed us that business for the past season had been fairly good. Farmers in the Gilbert Plains district had not quite completed threshing, and for this reason collections were somewhat backward. He looks for a marked improvement in this state of affairs just as soon as this work is finished. He reported a good trade in plows, adding, however, that "it would have been much better if the hard frost of late October and early November had not put in an appearance." Altogether Mr. Neelin was very pleased with prevailing conditions.

Mr. J. M. Coates, traveller for the Dow Wadge Implement Co., of this city, gave us a call about the beginning of the month. Mr. Coates reported general conditions throughout the country as exceedingly satisfactory with every indication of excellent prospects for future business in all lines. Speaking of collections he said that the reason money was not moving more freely was due to the fact that farmers, in many places, were unable to get their grain shipped owing to a dearth of cars. He firmly believes that this stringency of money will cease to exist just as soon as this scarcity of cars is overcome, and from that time on will be most satisfactory. Shortly after calling on us Mr. Coates left on an extended trip through the West in the interest of the Hero and Bonanza fanning mills, manufactured by the company with which he is connected.

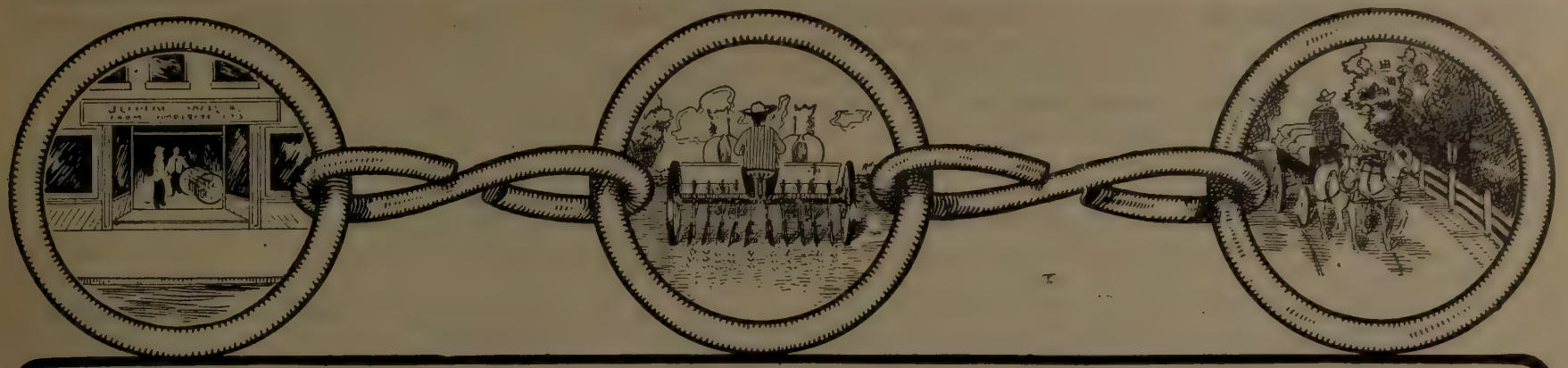
Mr. J. M. Reid, Manager of the Ontario Wind Engine and Pump Co., returned to the city at the end of the first week in December from an extended trip through the West. During his absence Mr. Reid visited Calgary, Edmonton, Vancouver, and Victoria. He was in the capital of Alberta when the last spike of the new Canadian Northern Railway line was driven. When he left Victoria, B.C., roses and other flowers were blooming in the gardens, while reports said the thermometer at Winnipeg registered twenty-five degrees below zero. Discussing trade on this side of the Rockies, Mr. Reid told us the various lines of the company were meeting with ready sale, being exceedingly popular wherever they had been introduced. Across the Rockies the firm are building up a profitable trade in hydraulic water rams, for household and irrigation purposes, etc., municipal water supply outfits, and gasoline engines, and it was in connection with the furtherance of the company's interests in the sale of these goods that Mr. Reid visited British Columbia.

Mr. Edwin L. MacVicar, who for the past two years has been general agent for the Manitoba branch of the J. I. Case Threshing Machine Co., has resigned, his resignation to take effect about the end of February. Mr. MacVicar has taken over the implement business of Mr. Joseph Glenn, at Indian Head, Sask., which business after that time will be run under the firm name of E. L. MacVicar & Co., handling all the agencies formerly represented by Mr. J. Glenn. Mr. MacVicar is undoubtedly well known to most members of the trade through his long connection with the Case Co., or their interests His career dates back to 1889, when he joined the staff of the old firm of H. S. Westbrook & Co., who then represented the Case Company's interests in Canada. In 1898 when the latter firm opened up a branch house of their own, Mr. MacVicar joined their staff as traveller. A few years later he was appointed general agent for the Company at Regina, and a year later was transferred to the position which he has just resigned. Friends and customers of the Case Company will learn with regret of Mr. MacVicar's leaving Winnipeg and Manitoba, but what is their loss is undoubtedly the gain of the good people of Indian Head. We wish Mr. MacVicar every success in his new field.

We are pleased to note that the Stewart Nelson Co., of this city, have been appointed Western Representatives for several lines manufactured by the Wilkinson Plough Co., of Toronto. Mr. Stewart has just returned from the East, where he was closing the contract and completing negotiations with the manufacturers. It is needless to say anything to introduce Wilkinson implements and vehicles to Western dealers. Their merits have been clearly demonstrated on countless occasions. The ample storage and trackage facilities enjoyed by the Stewart Nelson Co., on Nena Street, will immeasurably assist them in the handling of this profitable line. The following are a few of the different articles the company will handle: Wagons, plows, harrows, wheel-barrows, straw cutters, manure spreaders, etc. Any dealer desiring information regarding these goods should drop a card to the company here and all catalogues and other information will be gladly furnished.

"He who resolves to do one thing honorably and thoroughly, and sets about it at once, will attain usefulness and eminence."—E. P. Roe.

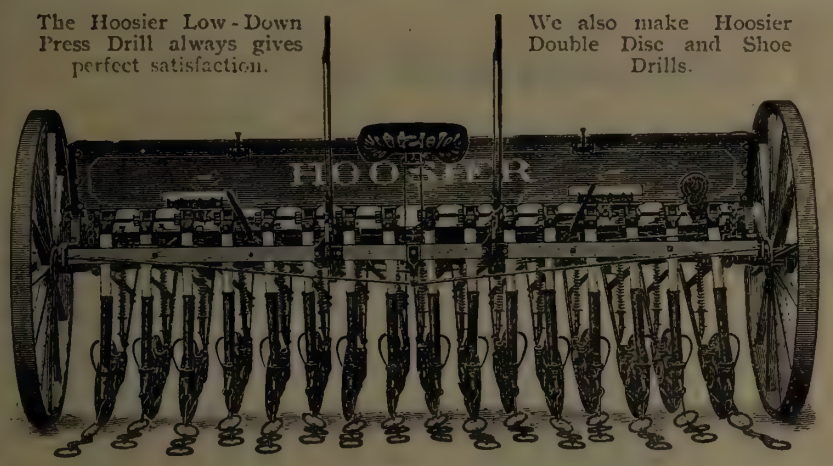
The secret of success in life is for a man to be ready for his opportunity when it comes.—Disraeli.



HOOSIER GRAIN DRILLS

The Hoosier Low-Down Press Drill always gives perfect satisfaction.

We also make Hoosier Double Disc and Shoe Drills.



We make a Special Hoosier Single Disc Drill to meet the requirements of the farmers of the great Northwest It is constructed upon the "zig-zag" "closed delivery" principle, and will not clog in mud or trash. Its grain feed is positive and accurate and will sow any and all kinds of seed perfectly. It is as strong as steel and malleable iron can make a drill. It has duplex "chilled" bearings, is wonderfully light draft and free from neck weight. The Hoosier is easy on both man and team.

Send for Catalogue and Prices.

American Seeding Machine Co.

CANADIAN DIVISION:

WINNIPEG, MANITOBA.

American-Abell Engine & Thresher Co. Ltd.

60 ACRES 60

PLOWED IN

10 HOURS 10

An American-Abell Engine hauled the plows easily

WRITE FOR FURTHER INFORMATION

COCK O' THE NORTH LINE

THRESHING MACHINERY and THRESHERMAN'S SUPPLIES

An old Thresherman in talking about last season's work said to us:

"I never knew what it was to have a THRESHING OUTFIT until I ran an AMERICAN-ABELL"

He had had experience with other rigs but the American-Abell proved to be THE BEST EVER

American-Abell Engine and Thresher Company, Ltd,

TORONTO WINNIPEG REGINA

A Record Breaking Shipment.

To the Fairchild Co., Ltd., of this city, is due the credit of bringing in the largest importation of farm implements and wagons ever brought into Western Canada from the U.S. The shipment was comprised of the celebrated Deere plows, manufactured by John Deere and Company, and the well-known Moline wagon, built by the Moline Wagon Co. In order to transport this order it was found necessary to charter two trains, each of forty cars. The trains were run during daylight and excited much interest and comment along the route they travelled. The Fairchild Co. are to be congratulated on bringing in this record-breaking shipment. They will undoubtedly have something to announce at a later date concerning it.

O. K. Binder Wins.

According to advices from New Zealand the McCormick binder exhibited at the Metropolitan show, held at Lyttleton, in November, was awarded the silver medal, which was the only honor bestowed upon imported agricultural machines. In this connection it should be stated that the McCormick binder each year since 1901 has been given the highest honors at the Lyttelton Metropolitan show.

"Opportunity."

JOHN J. INGALLS.

Master of human destinies am I;
Fame, love and fortune on my footsteps wait,
Cities and fields I walk; I penetrate
Deserts and seas remote, and passing by
Hovel and mart and palace, soon or late
I knock unbidden once at every gate.
If sleeping, wake; if feasting, rise before
I turn away. It is the hour of fate,
And they who follow me reach every state
Mortals desire, and conquer every foe
Save death; but those who doubt or hesitate,
Condemned to failure, penury and woe,
Seek me in vain and uselessly implore,
I answer not and I return no more.

The "Simplicity" Line.

Joseph Maw & Co., of this city, recently contracted with the Western Malleable & Grey Iron Mfg. Co., of Milwaukee, Wis., for the handling of their popular line of "Simplicity" gasoline engines in Western Canada. They recently brought in a carload shipment, and will be in an excellent position to meet the demands of the engine buying public. The manufacturers get out a very nice little catalogue descriptive of their engine, and this Joseph Maw & Co. will be pleased to mail any applicant. When writing them we would thank you to mention Canadian Farm Implements.

Ask for Catalogue No. 12.

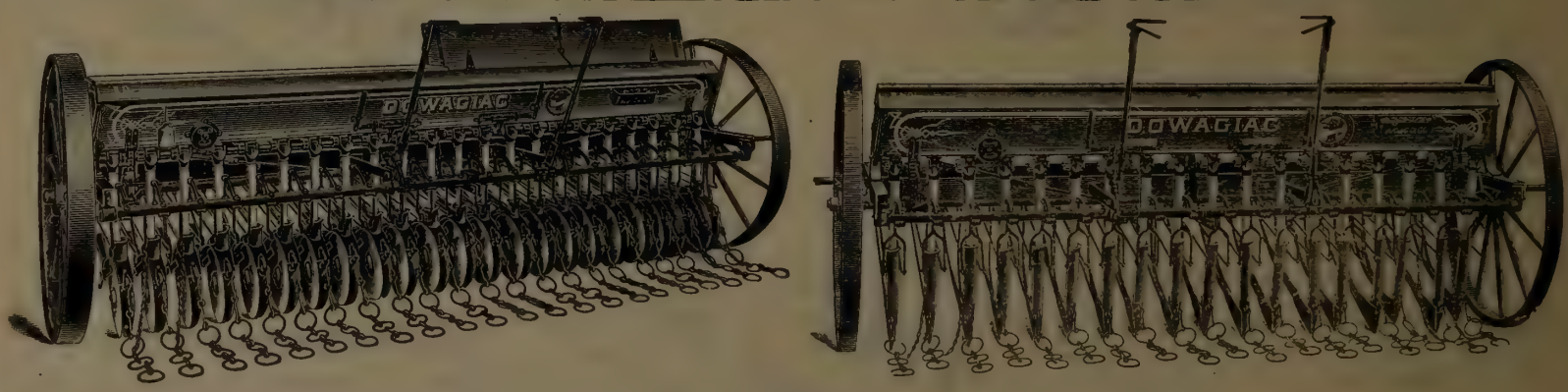
We have just received from the Adams Wagon Co., Ltd., of Brantford, Ont., an exceedingly nice catalogue of the various styles of wagons, sleighs, carts, stock racks, and other vehicle requisites, manufactured by the company. This is well printed on a nice quality of paper, and is amply illustrated with numerous cuts of the different articles manufactured by the company. This firm is represented in Western Canada by the Cockshutt Plow Co., and either the former or the latter will be glad to send this catalogue to dealers who make application for same. When writing ask for catalogue No. 12, and mention Canadian Farm Implements.

A Very Attractive Catalogue.

We are very much indebted to the St. Louis Well Machine and Tool Co., of St. Louis, Mo., for a copy of their very handsome catalogue. This is unquestionably one of the neatest things in this line that has yet reached our office. It is got up in the form of a series of circulars, each dealing with some particular article manufactured by the company, and all are enclosed in a serviceable cloth cover. Each pamplet contains numerous half-tone illustrations, and the excellent quality of paper used brings the printing out to the very best advantage. This company manufacture among other things, all styles of well machinery, drilling rigs, drilling tools, jacks, sand pumps, cables, boilers, enignes, etc. There are many of these lines than can be profitably handled by the dealers of Western Canada.

DOWAGIAC DRILLS AND SEEDERS are the LEADERS

If you want the best trade get the Dowagiac.



Drills of all sizes, from twelve to twenty-six rows, Single Discs, Double Discs and Shoes interchangeable. Five-inch angle frame; four-foot wheel, with wide tires; pipe draw bars, which never bend or twist; plate or disc bearings, oil-tight. All the good points embodied in one drill.

The Balfour Implement Co., Ltd.

SOLE AGENTS FOR WESTERN CANADA.

Get our Prices.

Office and Show Rooms: Market Square.

WINNIPEG, MAN.

Why Buying Direct Does Not Pay.

The following able article, bristling with forcible arguments against "buying direct," by the farmer, is from the pen of Mr. J. D. White, Sales Manager of the Emerson Plow Co., Rockford, Ill. Every implement dealer who reads this article will find much in it to interest him, and he will find it good policy to ask his home paper to reproduce it. It is only by continued publicity that dealers can hope to overcome this evil. The article is as follows:—

In nearly all farm publications are appearing from time to time articles suggesting to the farmer that he buy direct and ignore the home dealer. This advice, we assume, is to apply equally to farm implements as to any other article the farmer may purchase.

From the viewpoint of the farm implement manufacturer—that is, the manufacturer who has built up a trade and reputation that are part of his capital—these suggestions would be amusing but for the unfortunate experience of the one who follows the advice.

Farm implements can be bought direct from only two sources—one the mail order house, the other the direct-to-consumer manufacturer.

First, take the mail order houses. What kind of farm implements can they offer to the farmer? Do the machines they ship out bear the name of the maker? Not much, and why not? Because the mail order house secures its business by selling goods at cut prices; the farmer customer would seldom, if ever, send to the mail order house for a machine unless by so doing he expected to get that machine for less money than he would pay his home dealer for a legitimate machine; that is, a first-class machine bearing the name and guaranty of the manufacturer who made it.

To enable the mail order houses to undersell the home dealer and at the same time pay less than carload freights and take care of goods returned as unsatisfactory they must buy the machines at low prices from some small manufac-

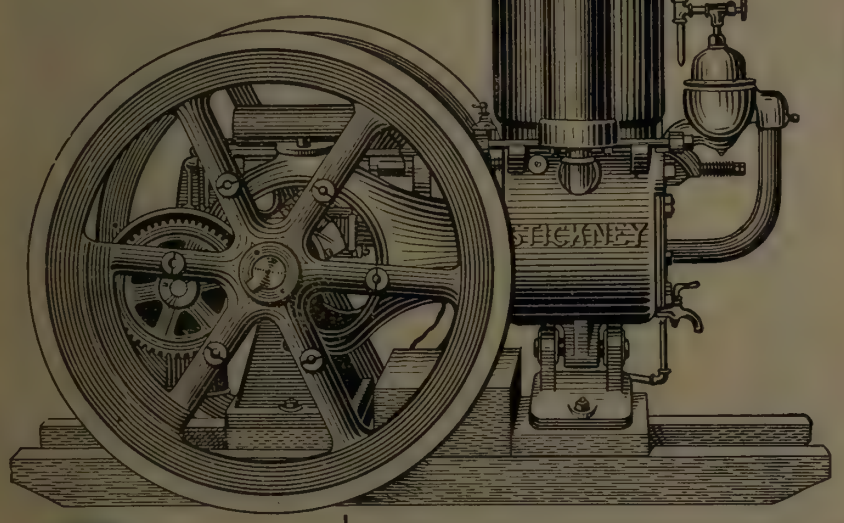
Do you want Power for the Farmers?

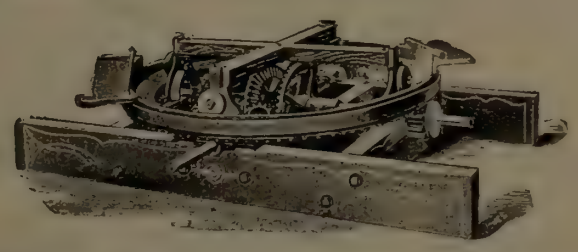
THE CANADIAN AIRMOTOR, for Pumping or Power, Sizes: 8, 10, 12, 13, 14, 15 and 16 feet.

We have it for you.

RIGHT GOODS AT RIGHT PRICES.

New Style 2½ and 4½ H.P. STICKNEY HORIZONTAL ENGINES, the latest and best. Stationery and portable, gravity or pump feed. Sizes: 2½, 4½, 6, 9, 12 15 and 25 H. P.





GRAIN GRINDERS. Sizes: 6, 8, 10 and 12 inch plates.

STEEL and WOOD SAW FRAMES and SAWS. Sizes: 24, 26, 28 and 30 inch.

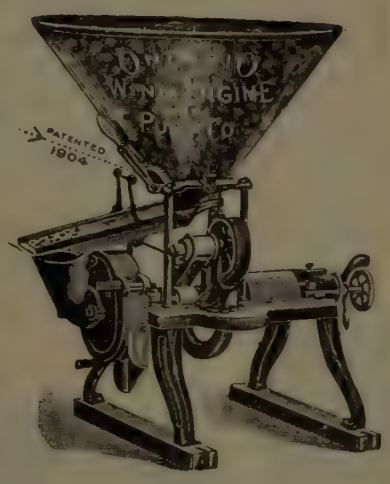
B. BELL & SON

HORSE POWERS TREAD POWERS

FEED CUTTERS ROOT PULPERS

PUMPS—all styles.

TANKS—all sizes, Wood or Steel.



Write us for Catalogues and Prices.

EMPIRE CREAM SEPARATORS They get all the Cream

GET CONNECTED WITH OUR LINE FOR 1906.

Ontario Wind Engine & Pump

COMPANY, LIMITED,

83-91 CHAMBERS STREET, WINNIPEG.

turer who has neither the capital, ability, nor the facilities to build machines that will go out in the open market and compete with legitimate goods. This small manufacturer, however, must make a profit on these low-priced goods; so he buys the cheapest materials possible and builds the goods solely with a view to the profit he can make on the deal, for he has no reputation to lose. If one mail order house does not take his goods, another will.

As to buying direct from the actual manufacturers of the goods, this would be a little better if first-class farm implement manufacturers were marketing their product that way, because the manufacturer puts his name on the goods and stands responsible for them; but by the time he has added to the cost of manufacturing these goods the cost of advertising and marketing them through the direct-to-consumer method, the goods cost quite as much as the home dealer would ask for a machine equally as good or better, and the home dealer would not only set up the machine and start it right (a big factor in assuring satisfactory service), but if anything goes wrong the dealer is there to fix it. If anything breaks the dealer either has the repair or gets it from the nearest transfer stock quicker than it can be obtained by ordering from the manufacturer.

If farm paper writers would desist from advising their readers to try to get something for nothing, and would instead endeavor to instill in the minds of their readers the qualities of loyalty to the home merchant and that hearty support and co-operation in a community that makes it a better place in which to live, a place for which the investor is continually looking, the farmer would find he would be ahead many times over any paltry sum he might save on first cost by placing his orders for his farm implements with concerns who are merely after his dollars and have not the slightest interest in his community beyond the money harvest they can reap each season.

Sell Only to the Trade.

We have just received a copy of a circular letter issued by the Dow Wadge Implement Co., of this city, manufacturers of the well known "Hero" and "Bonanza" separators and grain cleaners. In the course of this letter the company ably point out the necessity for farmers using improved methods in the cleaning of their grain. It is impossible for them to obtain the best result unless they are careful and see that their grain for seeding purposes is as free as possible from weed seeds. There are many methods adopted for the prevention of weeds on the farm, but none have been found as effective as the use of a modern grain cleaner. The Dow Wadge Implement Co. sell only to the trade, giving the exclusive agency to one dealer in each district. All orders that are received direct from that district are immediately referred to their representative there. In this way they give every possible protection to the dealer in farm implements and machinery. They will be pleased to receive word from any dealer desirous of handling fanning mills, etc. This is a good and profitable line to handle, and worth getting interested in. When you write them we would thank you to mention Canadian Farm Implements.

Are Erecting A Modern Factory.

The Jackson Wagon Co., of St. George, Ont., have succeeded in securing four acres with excellent trackage facilities on the C. P. Railway, and G. T. Railway, at Galt, Ont. This progressive company have just completed the plans and begun the erection of what will be one of the most modern and up-to-date wagon factories in the Dominion. The main building of the plant will be 240 by 60 feet, three stories high. This will have an L wing 120 by 60 feet, of the same height, while a large dry kiln 50 by 80 feet is also under construction. When completed the plant will be thoroughly equipped throughout with all the latest improved labor-saving machinery for wagon manufacture. The immediate trackage facilities afforded by the close proximity of Canada's two greatest railways, will place the company in a most favorable position in connection with the very important matter of transportation.

THE CHICAGO IMPROVED CUBE CONCRETE MIXER

THE BEST FOR ALL CONCRETE MIXERS.

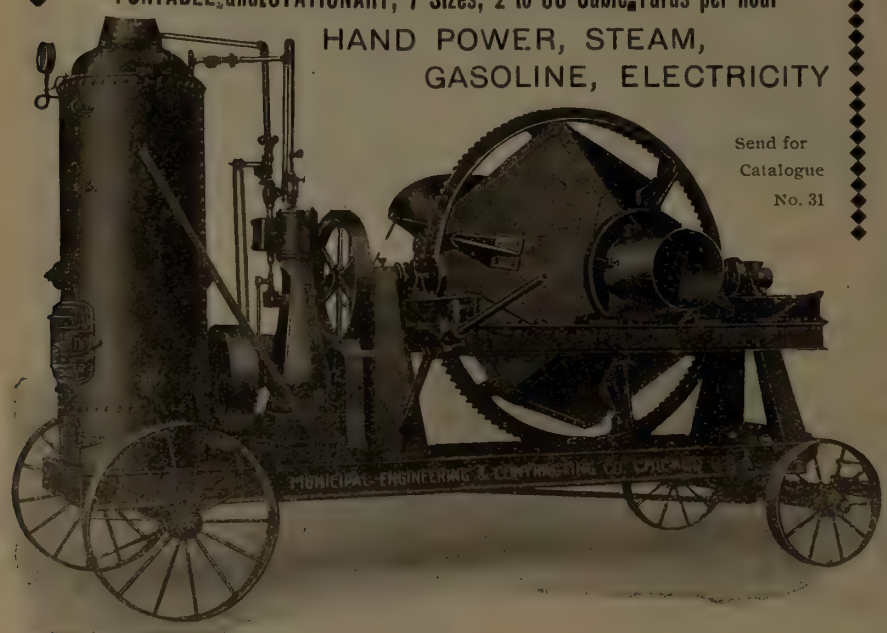
"IT HAS NO INSIDES."

It is a well-known fact that mixers having inside blades pocket and separate the material as it enters, and again in turn scoop it up from the bottom, and require constant attention by frequently flushing, as also scraping and pounding at short intervals on the outside of drum to dislodge the material which is constantly attaching itself to the inside mechanism, such as vanes, scoops, paddle arms, inside shaft or whatever it may be, not only causing the material to ball, but greatly decreasing the life of the machine, as these accessories, by reason of their resistance, not only wear out rapidly but largely increase the strain on the gears, frame, etc. Our CUBE MIXER, with ordinary use, is guaranteed not to clog.

PORTABLE and STATIONARY, 7 Sizes, 2 to 80 Cubic Yards per hour

HAND POWER, STEAM, GASOLINE, ELECTRICITY

Send for Catalogue No. 31



Manufactured by MUNICIPAL ENGINEERING AND CONTRACTING CO.
General Offices: 607-9-11 Railway Exchange, Chicago, Ill., U.S.A.
New York Office: 150, Nassau St.
J. L. NEILSON & CO., 602 Main St. Winnipeg, Man.
Agents for Western Canada.

A Merry Xmas AND A Happy New Year TO YOU ALL.

FROM

Jackson Wagon Co, Limited, St. George, ONT.

The Jackson is the only wagon that can stand the severe climate of WESTERN CANADA.

NOTE OUR NINE POINTS.

The Jackson Patent Truss,
Sand Proof Arm,
Steel Hounds,
The Riveted Wheel,
Malleable Stakes,
1¼ inch Box Bottom,
Riveted Box Cleats,
Clipped Bolster Plates,
Safety Pole Cap,

Our Illustrated Catalogue will tell you all. Yours for the asking.

A VICTOR FEED MILL and a SWEEP HORSE-POWER COMBINED in the one machine.

Victor Feed Mills grind all kinds of grain perfectly. They are of large capacity.

The Horse-Power is a model of strength and high speed. They are made in several styles for two or four horses, and are the best sellers on the market.

Manufactured by the Victor Feed Mill Co., Springfield, O.

Wm. Johnston and Co., Ltd.,
CANADIAN AGENTS,
776 Main Street, -- -- Winnipeg, Man.

Watch the Leaks.

Now is the time of the year when the dealer in farm implements and vehicles is turning his attention to the matter of contracts for 1906. In making resolutions for the New Year the dealer should not overlook the subject of cost and required percentage of profit. There is no doubt that the failure of many dealers is entirely due to their inability to carefully figure the actual cost of their stock, and to determine an adequate margin of profit. While the great trade evil of price cutting is in a measure due to animosities between competing dealers, still, in some degree, it is attributable to poor work in the matter of estimates, and is caused for no other reason than that the dealer indulging in it failed to properly figure cost and percentage of profit.

It is necessary in order to meet all competition that the dealer should be very careful in the figuring up of his estimates to note that such items as freight,, drayage, labor of handling, interest, insurance, etc., are not forgotten. These expenses must be provided for, else the dealer will begin his business for 1906 under a severe handicap. The mistake many make is in determining what is required as a margin between price and cost without first having duly considered the current expenses. Let all dealers resolve that this feature of the business shall this year receive careful thought and unintentional price-cutting will disappear.

Making Phenomenal Progress.

The Manitoba Windmill & Pump Company, of Brandon, Man., have been moving into their new premises during the past month, and expect to be completely installed with everything running in first class shape by the beginning of the year. This company, who manufacture the well-known line of "Manitoba" gasoline engines, pumps, windmills, grain grinders, steel frame saws, steel tanks, etc., will have the most modern plant for the construction of these various lines in Western Canada. The main building of the plant is of brick 200 by 50 feet. Adjoining this is the power house 75 by 40 feet, equipped with a 100 h.p. Wheelock engine, and two boilers each of 75 h.p.; while the blacksmiths' shop, located just behind the power plant, is 40 by 25 feet. The foundry department, upon the fittings of which the company are sparing neither time nor expense, is 50 by 40 feet, while the warehouse, containing the offices and storage sections, is 90 by 50 feet. This latter structure is just across the street from the main plant of the company. All buildings are heated by steam and are lighted throughout with electricity.

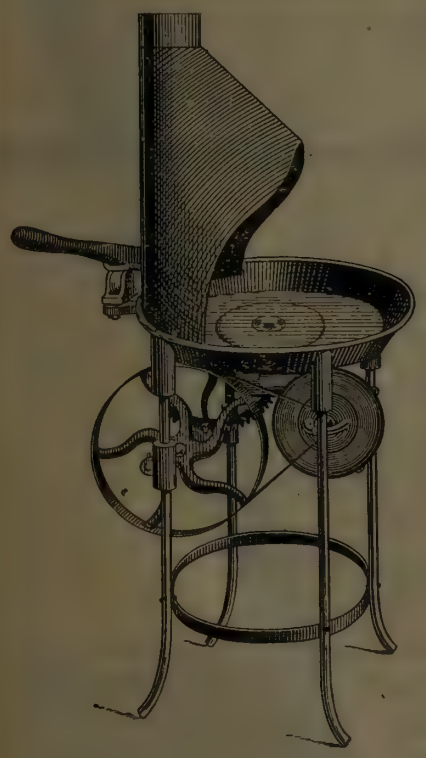
The phenomenal growth of this company is much better illustrated when we say that they commenced three years ago in a shop 40 by 25 feet. The following year they bought a more extensive and expensive place on 9th Street, which was 120 by 75 feet. With the growing demand for the "Manitoba" line, the firm deemed it advisable to purchase the plant of the defunct Brandon Binder Twine Co., and this was secured about

MR. DEALER LOOK HERE.

DON'T PASS THIS UP.

MAKE YOURSELF A CHRISTMAS PRESENT OF A SELLING LINE.

THE FARMERS' BLACKSMITH OUTFIT



Consisting of

Forge
Anvil
Vice
Die Plates
Blacksmith Taps

And in fact everything required for home work—it is needless to add that this Outfit will fill a long felt want.

It will save many times the cost this winter.

Now don't delay we want but one Agent at each place.

This is one of our specialities.

Write for Particulars, Prices, etc.—

THRESHERS' SUPPLY CO., LTD.

120 Lombard St., WINNIPEG.

GASOLINE ENGINE SUPPLIES.

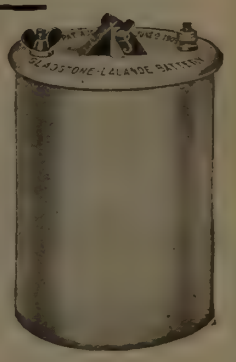
Test your Batteries with a ROBERT VOLT-AMMETER.

A convenient and practical **Meter for Testing the Condition of Batteries used for Igniting Gasoline Engines.**

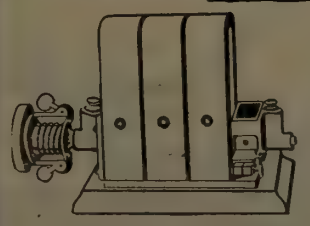
Each Instrument furnished in Leather Case FULLY GUARANTEED.

We carry in stock **complete New Batteries and Renewals** of the following makes :

Edison-Lalande, Gladstone-Lalande, Gordon.



Also small and large Dry Batteries.



The **'HENRICKS' MAGNETO** will give a good hot spark that will ignite the charge in a Gasoline Engine when the Batteries are giving you trouble by being run down and weak.

Can be run off the Flywheel of Engine and is easily applied by any one.

In addition to the above we have *Spark Coils, Single or Double Throw Switches, Wire, Special Mobilene Packing, Cylinder Oil, etc.*

We can renew the contact points of any Ignitor with special alloy made for the purpose.

We are Western Distributing Agents for the **"NEW WAY" 3½ h.p. AIR-COOLED GASOLINE ENGINE,** guaranteed to run properly under all conditions of weather—no water to bother with and no water jacket to freeze and burst. This is a high-grade Engine, and large enough to saw wood, chop grain, pump water, etc., and will sell to the farm trade ahead of any other line. 7 h.p. size will be ready by February 1st next. We will appoint an agent in every district for the sale of the **"NEW WAY"** line, and are ready to receive applications for agencies.

COOPER GASOLINE ENGINE CO.

313 DONALD ST. WINNIPEG, MAN.

two months ago. This factory is equipped throughout with all modern conveniences, is perfectly sanitary, and the company are busily engaged installing their own system of fire protection. As spur tracks run right along the full length of the entire plant at the rear, and as the main line of the C. P. R. passes along the front of the premises, the company are afforded the best possible transportation facilities.

It is their intenton to have an uptown warehouse on 9th Street, where goods will be kept for the convenience of home trade and dealers visiting Brandon during the winter. At present this firm keep five men employed continuously travelling, and next spring it is their intention to open a branch house at Calgary. The company have considerable additional property adjacent to their factory, where they can extend their plant as occasion demands it. The management will be pleased to receive calls from all dealers visiting the Wheat City. They will also be pleased to mail catalogues and other advertising literature to all dealers making application. When you write them we should thank you to say you saw this notice in Canadian Farm Implements.

A Profitable Line.

The Ontario Wind Engine and Pump Co., recently sent us some literature concerning the Rife Automatic Hydraulic Ram, an outfit for raising water for household, irrigation and tank supply purposes. The company are pushing the sale of this line in British Columbia, and as it is eminently adapted to the needs of the population of the province beyond the Rockies its introduction is being most favorably received. This ram is made by the Rife Hydraulic Engine Co., of New York, N. Y., who guarantee it to raise water thirty feet for every foot of fall the water has before entering the drive pipe. Dealers living in hilly districts where swift running streams are to be found, and where the temperature seldom drops to the freezing point, will find this a most profitable line to handle. Any who would like to obtain further information concerning this ram should write the Ontario Wind Engine and Pump Co., of this city, who will be pleased to forward catalogues and full particulars. When writing we should deem it a favor if you would mention Canadian Farm Implements.

Send in Your Application.

We have just received from the Superior Drill Co., of Springfield, O., a copy of their 1906 almanac. This is illustrated with a number of colored plates of the various articles manufactured by this firm. Among the different machines represented are disc and hoe drills, disc and tooth harrows, potato planters with fertilizer attachments, and many other lines. The pamphlet bears in prominent type throughout the well known motto of the company, "The name tells a true story." It is filled with much useful information regarding Superior goods, etc. The company will be pleased to mail one to any dealer who sends in application for same. When writing do us a favor and say you saw this notice in Canadian Farm Implements.

Canadian Monarch Feeders

AND

Norris-Fosston Wind Stackers

Swept the grain fields of Western Canada this fall.

THERE IS MONEY IN HANDLING OUR GOODS.

Agents get busy and get **Our Contract for 1906** before your territory is taken.

NORRIS IMPLEMENT Co., Ltd.

774 DUFFERIN AVENUE, WINNIPEG, MAN.

A GOOD LINE.

PARIS PLOWS,
In every style and size.

Paris Disc Harrows,
The kind that give satisfaction.

Paris Drag Harrows,
With eveners for any width

Paris Feed Grinders,
That grind fine and fast.

"Success" Manure Spreaders.
The machine that pays larger dividends on the money invested than any other. It will pay you to get our contract for 1906.

Paris New Scotch Clipper High Lift Gang,
With foot lift and release, also hand release to be used when walking.

IF YOU ARE INTERESTED WRITE AND OUR TRAVELLER WILL CALL.
SEND FOR CATALOGUE.

The Paris Plow Company Limited, Winnipeg, Man.

Improvements in Farm Machinery and Implements.

One of the most prominent features in the development of American agriculture is the great number of improvements that have taken place in the methods and machines. They have reduced the amount of human labor required to produce a given quantity of crops and to cultivate given areas of land, and are largely responsible for the changing of local markets into world markets for cereals, cotton, animal and dairy products.

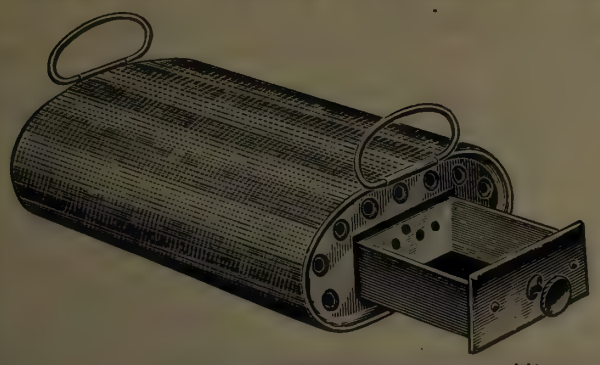
The first settlers that came to this country settled at Jamestown, Va. They had very few implements in the way of farming tools. In fact, their entire lot consisted of a hoe, an ax, and a mattock, and with this equipment they cleared the land and raised their first crops.

In taking up the study of farm machinery one of the most important tools, and one which has undergone more study and experimenting, is the plow. In 1637 there were only 37 plows in Massachussets Bay Colony, and for 12 years after the landing of the Pilgrims there were no plows at all on the farms, and the soil was dug up with rude hoes and mattocks. After plows came into use it was the custom for years for a person owning a plow to do all of the plowing in the community, and "towns" as they were called, then kept these plows in repair and paid bounties to those persons owning them.

These old plows were certainly picturesque from the description of them and their work. What was known as the "old colony plow" was ten feet long and had a four-foot landside, and the furrows it left stood up like the ribs of a lean horse. It required eight or ten oxen to pull it, a man to ride the beam and another to follow along with a hoe and dig up the places it missed.

The first patent taken out was for a cast-iron plow. In this the mould board share and landside were all in one piece, but this was not popu-

WHY ON EARTH should anyone have cold feet and be uncomfortable all over on winter drives?



Clark Carriage Heaters

Fit right in beneath the feet in Carriage, Wagon or Sleigh and give a wealth of comforting heat on every drive. Everyone is strong, handsome and durable.

We make 19 styles at prices to suit any purse.

WRITE FOR A CATALOGUE. A POSTAL BRINGS IT.

CLARK COAL is the

King of Heater Fuels

Every Brick carries a Positive Guarantee to burn longer and give 25 per cent. more heat than any other coal ever made. A single Brick will heat for upwards of 16 hours. DECEMBER and JANUARY are the BIG months to sell.

Refuse substitutes. The name Clark on heaters and coal is a guarantee of highest qnality.

CHICAGO FLEXIBLE SHAFT Co.,

237 ONTARIO STREET, CHICAGO, ILL.

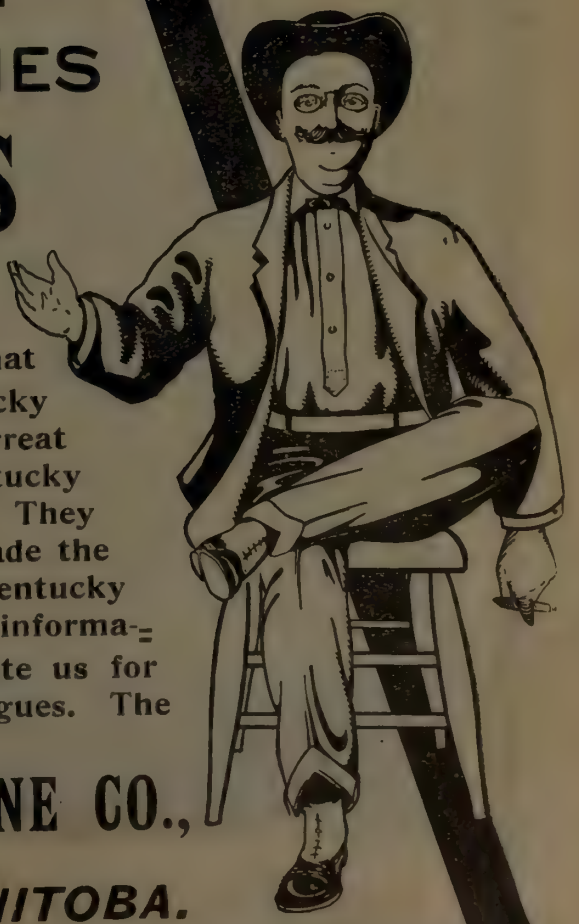
Canadian Jobbers Handle these Goods. *Ask your Jobber for a Shipment at once*

"IT'S A CINCH—"

TO SELL GOOD MACHINES

KENTUCKY DRILLS

Are "Good as Wheat in the Mill."



They are GOOD, and they do the kind of work that makes good friends of particular farmers. Kentucky Drills are made especially for the farmers of the great North-West. Closed delivery, zig-zag Single Disc Kentucky Drills enable the farmer to get into his fields early. They have all the labor-saving devices that have made the Kentucky famous. We can't tell you all about Kentucky Drills in this space, but we can and will give you information that will prove profitable if you will write us for our special agency proposition and free catalogues. The time to act is NOW.

AMERICAN SEEDING-MACHINE CO.,

CANADIAN DIVISION,

WINNIPEG, MANITOBA.

lar and was not accepted by the farmers, because, as they said, it poisoned the soil and made the weeds grow.

Thomas Jefferson wrote a treatise on the plow in 1798, in which he gave the results of his careful study of the curvature of the mould board so as to lessen friction and yet turn a good furrow; and it is said to have taken 45 years of inventive genius and observations by the farmers to arrive at a conclusion of the best shape for a plow.

The Oliver chilled plow of 1870 was one of the first suitable plows made, and was later followed by sulky plows, gang plows, plows and harrows combined, side hill plows, vineyard plows, beet plows, disc plows, and lastly the steam gang plow combined with seeder and harrow.

As a result of the improvement of the plow, speaking only of the latest ones, the cost of production of wheat was reduced from four cents per bushel to one cent. Time required of human labor for fitting soil to raise a bushel of wheat was reduced from 32.8 minutes to 2.2 minutes, and animal labor was reduced from 57 minutes to 1½ minutes.

Another line of implements which has taken long years of difficult work to perfect is the binders, including the reaping machines. The farmers no longer have to cut their grain with the sickle or cradle and rake it and bind it by hand and then thresh it out with flails, but can do the whole operation of cutting, threshing, and sacking of grain at one time. Nor do they have to cut the grass with a scythe, rake it by hand, load and unload it by hand, but have machinery to cut, rake and load and unload without the amount of manual labor that was once necessary.

The old method of reaping grain by hand was too slow for America, and in 1833 Hussey, of Cincinnati, O., patented the first successful reaper. This machine was introduced into New York and Illinois in 1834; into Missouri in 1835, and in Pennsylvania in 1837

This machine was followed by McCormick's reaper in 1834, but neither was popular until 1845, when 150 were built at Cincinnati, and the next year 300 more were built

A general trial of all reapers was given at Geneva in 1852 and another at the French Exposition in 1855. In the latter trial one English, one French, and one American machine took part, and the results were greatly in favor of the American machine.

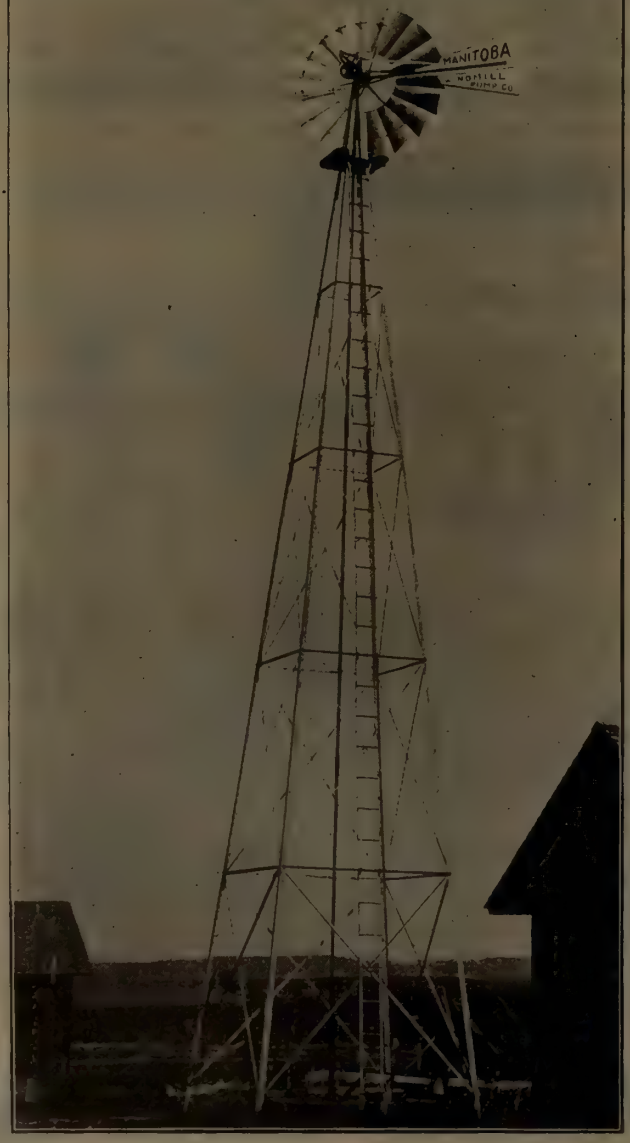
In all of the machines built up to this time the grain was left on the ground unbound; but in 1856 Yost secured a patent for a cord binder which was operated by an attendant. This was followed by a number of other binders, some of which bound the grain with cord, some with wire, and one bound with grass.

The success of the self-binders depended upon the knotter, of which only two successful ones were ever built. One by Walter A. Wood and another by Appleby and known as the Appleby binder.

The self-binder was followed by the header, a machine that only cuts the heads of the rain, and this was followed by the machine that cuts the heads of the grain, and this used either with horses or traction engine, and is pushed instead of pulled. When horses are used it requires from 30 to 36, cutting from 60 to 125 acres, or from 1,700 to 3,000 bushels per day.

The mower was developed right along with the reaper; in fact, they were one machine for a number of years, and Hussey's machine is the real foundation of the mower.

The first practical mower was built by William Ketcham and was later followed in 1856 by one built by Lewis Miller. This machine contained all of the principles that exist in the successful machines of to-day, and our present machine is



The "Manitoba" Windmill.
Specially Constructed to meet Western Requirements.

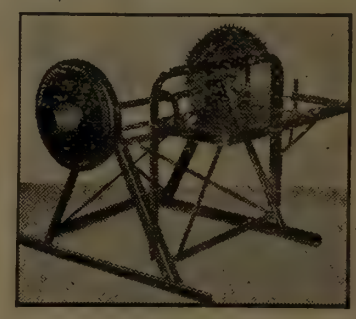
Wise Dealers Handle

THE MANITOBA LINE

A TRADE GETTER - A PROFIT MAKER

It will pay you to get our proposition before contracting for 1906.

If you intend to handle such a line you cannot afford to risk your reputation on any but the best, "THE MANITOBA."



"MANITOBA"
Steel Frame Saw. Absolutely all Steel.

OUR PLANT IS LOCATED IN THE WEST.

PROMPT DELIVERY. LOW FREIGHTS. CHEAP AND QUICK REPAIRS.

The Famous "MANITOBA" Pumps. Known and Recognised throughout the West as the "Standard of Excellence."

CATALOGUES AND PRICES SENT ON REQUEST.

DROP US A CARD.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

We Protect the Trade.

We manufacture the Daisy Hayes double cylinder force pump in black and galvanized.

The Manitoba Windmill and Pump Co., Ltd.,
Box 301. BRANDON, Man. Manufacturers.

only a development and perfecting of this type.

The corn harvester is another machine which has played a very important part, especially in the corn belt. This machine needs no description, for its improvements have all taken place in the last few years and have been witnessed by all.

The old method of cutting corn with the knife was followed by the sled cutter, and this was followed by the binder, and the binder is now being replaced by the machines which both cut and shock the corn.

Another very important thing has been the development in the methods of planting corn. At first corn was dropped by hand and covered with a hoe. Later ground was furrowed out, corn dropped by hand and covered by a light single shovel plow called a "skip jack." This was replaced by a double shovel plow called a "straddle buck." In this method a shovel ran on either side of the furrow and covered the corn. These methods were followed by the spud or jobber, and later by the single one-horse drill that planted one row at a time.

The single drill was followed by the two-horse planter which planted two rows at a time, and either drills the corn or checks it.

The harrow has been improved to a vast extent. The first harrow used in this country consisted of only a brush dragged over the ground. This was followed by the wooden frame with wooden teeth; later by one with iron teeth, and later by a steel-framed one with steel-pointed teeth. Various types have been developed since then, the disc harrow, the smoothing harrow and various forms of pulverizers.

Seeding is not only done more rapidly and easier by the improved drills and seeders, but the grain is sown much evener and is put in the ground to a more uniform depth.

Threshing is also done easier and better, and with a less expenditure of time and labor than formerly. The first threshing machine was patented by Pitt in 1855. This was followed later by a machine with straw stacker attached and later by the self-feeding and band-cutting machine which threshes, weighs, and sacks the grain, and stacks the straw by wind.

The list of farming implements is entirely too large to take each class up in detail, and I have only attempted to tell of the most important, but will give a list of some of the remaining classes.

All the smaller implements were formerly made at home, and to a great extent were made of wood, but are now made in factories. Other larger implements that are common are the potato planter and digger, tobacco planter, hayrake, tedder, loader, and forks for unloading and mowing corn huskers, feed and ensilage cutters, manure spreaders, all of the different types of farm wagons and vehicles, and many others of which we have neither time nor room to mention.

As to the rank of this country in the manufacture of farming implements and machines, it excels in both quality and numbers.

Everywhere in this country mechanical contrivances have largely supplanted human labor in many respects, or has improved applications of labor and increased the products of agriculture, reducing the cost of production and increasing the farmer's income, and has made his life an easier one than it was before.—George A. Crabb, in The Agricultural Student.

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS
"JUMBO" GRAIN CLEANERS ! ! !

THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.
The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

$40 ROUND TRIP to
Eastern Canada

Tickets on Sale December 4th to 31st. Good for return three months from date of Sale.

The Best Service, Finest Passenger Equipment in the world will be found on the

North-Western Line

Minneapolis, St. Paul to Chicago

Four Fine Fast Trains Daily.

For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc., write to

THE NORTH-WESTERN LINE

GEO. A. LEE,
General Agent,
513 UNION BANK BLDG.
WINNIPEG, MAN.

Annual Eastern Excursion

VIA

GRAND TRUNK RAILWAY SYSTEM

$40.

For the round trip to all points in Ontario and Quebec, Montreal and West.

Proportionate rates to points east of Montreal.

Tickets on sale daily December 4th to 31st, return within three months.

Be sure that your Ticket reads "Via Grand Trunk Railway," the only double track line between Niagara, Chicago, Toronto, Montreal and other principal cities in Canada.

For further particulars enquire of your nearest Canadian Northern, Northern Pacific, or Great Northern Railway Ticket Agent, or write

W. J. GILKERSON,
P.O. Box 415, Winnipeg, Man.

An Extensive Trip.

Mr. E. S. Cooper, manager of the Cooper Gasoline Engine Co., of this city, has just returned from an extended business trip through the South and East, where he was arranging for the coming season's engines and supplies. While away he visited the plant of the Weber Gas and Gasoline Engine Co., at Kansas City, Mo., manufacturers of the well known Weber engine, for which his company are agents in this country. This concern, Mr. Cooper informed us, are finding it necessary to increase their plant in order to properly care for the increasing gas engine and suction gas producer business that is coming to them. At Chicago he ordered a large stock of marine gasoline engines from the Halliday Manufacturing Company, in sizes ranging from 2 h.p. to 20 h.p., and with 1, 2, and 4 cylinders. From Chicago he went to Lansing, Mich., where he was the guest of the "New Way" Motor Co. This firm entirely devote their energies to the manufacture of air-cooled engines, and only recently moved into a new factory which they have erected. At present they are only manufacturing a 3½ h.p. size engine, but expect to place a 7 h. p. two cylinder engine on the market in the course of a couple of months. At Hillsdale, Mich., he visited the plant of the Alamo Manufacturing Company, also manufacturers of high grade gasoline engines. Besides their standard stationary engines this firm make a line of special electric light engines, with throttling governors, in sizes from 5 h.p. to 40 h.p. These are adapted for lighting plants for hotels and large stores in small towns that are not equipped with public lighting plants. This company are now perfecting a 30 h.p. double cylinder traction gasoline engine, especially adapted for work in the Northern States and Western Canada. This they expect to have ready by spring. Mr. Cooper, in the course of his trip, purchased a full line of gasoline engine supplies, as well as engines, and it is the intention of his company to build two sizes of gasoline fire engines for the trade in Western Canada, to be ready by spring.

First Calendar Received.

We recently received from James Neilson and Co., of 602 Main St., this city, agents for "everything in machinery," a very neat and attractive calendar for 1906. This represents two huntsmen in a cosy room, one enjoying his pipe, while the other is gazing out of the window. The scene is entitled "Contemplation," and is beautifully printed in various colors, on a fine quality of paper. Among the different lines handled by this concern are the following:—steam engines and boilers, gas and gasoline engines, motors, hoisting machinery, contractors' equipments, woodworking machinery, sash and door machinery, concrete machinery, as well as many other lines. They will be pleased to hear from all dealers interested in their goods. When writing kindly mention Canadian Farm Implements.

"God gives men wisdom as he gives them gold. His treasure-house is not the mint, but the mine."

CANADIAN PACIFIC.

ANNUAL

EASTERN CANADA

EXCURSIONS

$40.00

TO ALL POINTS IN

ONTARIO & QUEBEC

MONTREAL and WEST

St. John, $54.50

Halifax, $57.50

Tickets on sale daily, Dec. 4 to 31 inclusive, good to return within three months.

Finest Passenger Equipment, including Standard First Class Sleeping and Tourist Cars on all Through Trains.

TWO THROUGH EXPRESS TRAINS

Leaving Winnipeg at 27.5 and 19.45 daily.

$40 | GREAT NORTHERN RAILWAY

FOR THE ROUND TRIP TO EASTERN CANADA V'A THE GREAT NORTHERN RAILWAY

"The Comfortable Way."

$40.00 TO MONTREAL AND POINTS WEST THEREOF IN ONTARIO.

Tickets on Sale. December 4-31 Inclusive.

Liberal Stop Over Privileges Going and Returning.

For full information, call on or address:

D. T. CUMMINGS, C.T.A.,

Telephone 195 447 Main Street, Winnipeg, Man.

GREAT NORTHERN STEAMSHIP CO. SAILINGS from SEATTLE for the ORIENT.

S. S. DAKOTA, Dec. 16 | S. S. MINNESOTA, Feb. 1, 1906

NORTHERN PACIFIC YELLOWSTONE PARK LINE

$40.00 RETURN

EASTERN CANADA

Dec. 4th to 31st.

California Tourist Cars

NOVEMBER 21st, DECEMBER 5th, and DECEMBER 19th.

Winnipeg to Los Angeles WITHOUT CHANGE Via Portland and San Francisco,

LOWEST RATES (reserve berths at once)

OLD COUNTRY EXCURSIONS.

Full particulars from

H. SWINFORD, General Agent } 341 MAIN ST., WINNIPEG.
R. CREELMAN, Ticket Agent } PHONE 1446.

CANADIAN NORTHERN

$40.00

CANADIAN NORTHERN

EASTERN CANADA EXCURSIONS

FROM WINNIPEG, Dauphin, and all Stations South to points in Eastern Canada, Montreal and West. Proportionately low rates from points west of Dauphin and to points east of Moutreal.

TICKETS GOOD TO GO Daily December 4th to 31st inclusive. LIMIT 3 months from date of sale.

STOP-OVERS ALLOWED

CHOICE OF ROUTES

Observation Compartment Club Cars between Winnipeg and St. Paul.

Full information from any Canadian Northern Railway Agent.

PULL A HEAVY TRADE

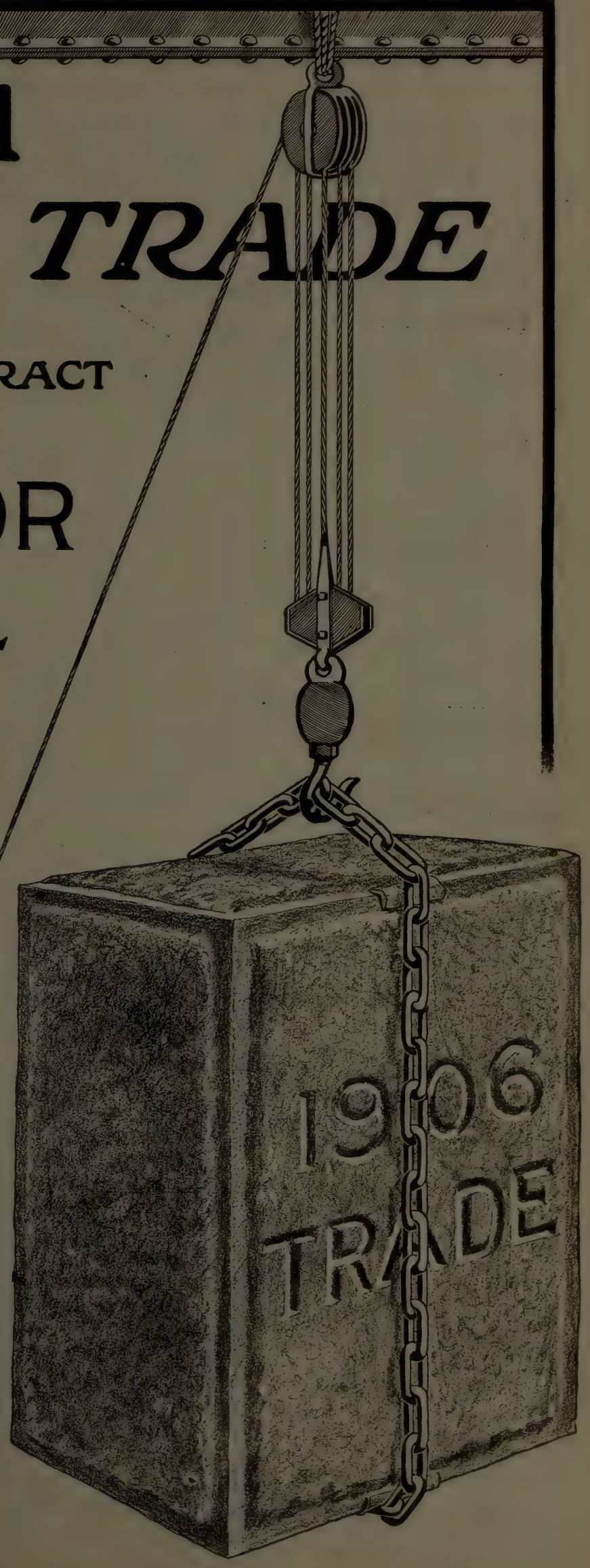
IN 1906

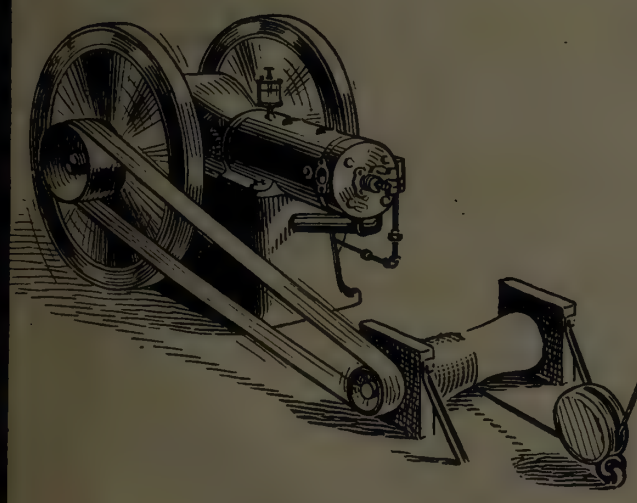
BY SECURING A CONTRACT

FOR

I.H.C. GAS OR GASOLINE ENGINES

WRITE NEAREST BRANCH HOUSE
OR SEE BLOCKMAN FOR
TERMS AND TERRITORY





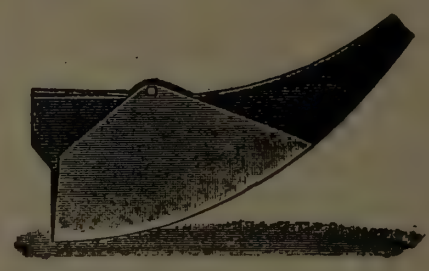
Canadian General Agencies:
CALGARY, LONDON, MONTREAL, OTTAWA, REGINA
ST. JOHN, N. B., TORONTO, WINNIPEG

International Harvester
Co. of America
(Incorporated)
CHICAGO, U. S. A.

Your Line for 1906 Should Include
PATENT HEELS and CLIP HARROWS

Patent Heel

For Repairing Worn Out Drill Shoes



They will fit any make of Shoe Drill.

They are made of extra steel and will polish and keep clean in all kinds of soil.

The price is low (about half the cost of new shoes) and it is not necessary to take the drill or any part of it to a blacksmith or machine shop, as the heel can be put on by any person—it slips over the old shoe and fastens with one bolt at the top.

Saves Time and Money.

Patented in Canada and the U. S.

Scotch Diamond Harrows

Made of wrought iron and steel. No holes punched in it to weaken it; no nuts to lose off; no set screws to become loose. Sections are reversible. The strongest and most durable harrow made.

Eveners for 3, 4, 5 or 6 sections.

WRITE US FOR PRICES.

Head Office and Works
SMITHS FALLS, ONT.

THE Frost & Wood Company LIMITED.
Winnipeg, Manitoba.

Distributing Agencies
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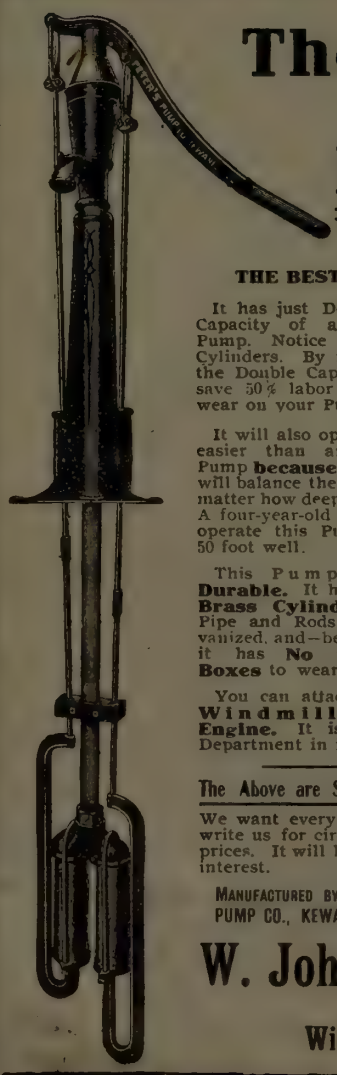

The PETER'S
DOUBLE CYLINDER
FORCE PUMP

THE BEST HAND FORCE PUMP ON THE MARKET.

It has just Double the Capacity of any other Pump. Notice the Twin Cylinders. By means of the Double Capacity you save 50% labor and 50% wear on your Pump.

It will also operate 50% easier than any other Pump **because** one **Rod** will balance the other, no matter how deep the well. A four-year-old child can operate this Pump in a 50 foot well.

This Pump is very **Durable.** It has **Solid Brass Cylinders,** the Pipe and Rods are Galvanized, and—best of all—it has **No Stuffing Boxes** to wear out.

You can attach **Hose, Windmill** or **Gas Engine.** It is a Fire Department in itself.

The Above are Solid Facts

We want every dealer to write us for circular and prices. It will be to your interest.

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Railroad Plows
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A full line of Farm Machinery and Carriages

W. Johnston & Co., Ltd.
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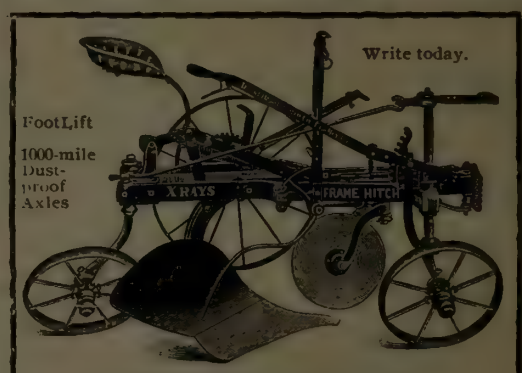

Bradley X Rays Frame Hitch Sulky
A boy of 10 years can handle it.

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Frame Hitch Sulky

For it is a plow that has been tried by the most exacting farmers and given the best of satisfaction. It is a Frame Hitch Plow, High Lift, High Wheels, Wide Coulter Bearings. Patent Stop on Frame for beam to rest on, making the wheels carry all of the load, leaving no weight or friction on the bottoms. Perfect Foot-Lift—hands always free to handle team. Furnished with 1000-mile Magazine Axles and our celebrated "Garden City Clipper" Bottom.

We make a full line of Farm Implements. The Bradley proposition is a paying one. Better call on us or write to our Canadian Representative in Winnipeg.

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